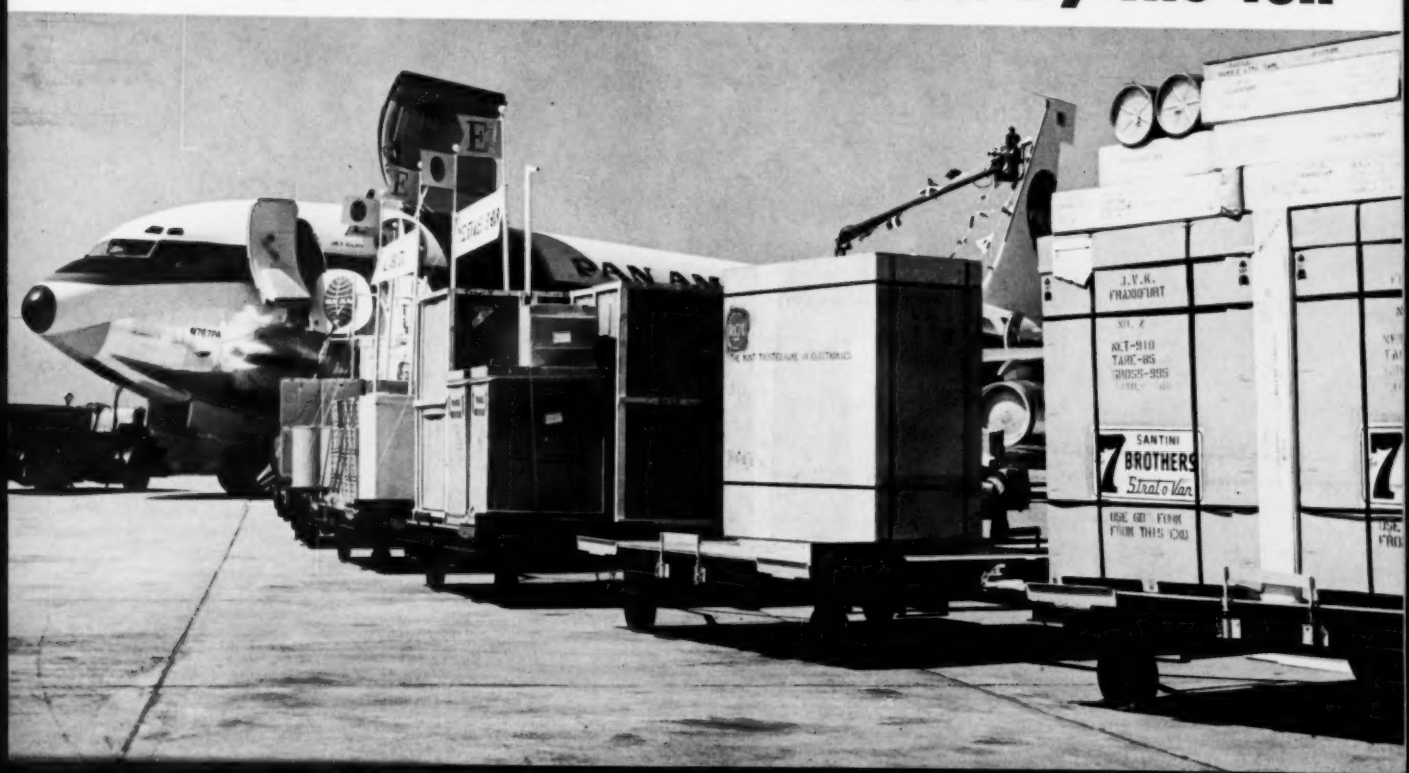
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

March 16, 1964

## 1919: by the ounce 1964: by the ton



# Business Bulletins *from around the world*

**AFGHANISTAN**—Contracts signed for preliminary engineering and technical work for 40,000 kw. Mahipar Power Project, to be financed by credit from West Germany.

**BELGIUM**—BLEU exports for January-November 1963 totaled $4.4 billion, up 10.8% over 1962 period; imports at $4.5 billion, 8% higher. Totals for year expected to top 1962 by 10%, with exports estimated at $4.8 billion, imports at $5.0 billion.

**BENELUX**—Temporary reductions in import duties on certain fish, crustaceans, shrimps, coffee effective through June 30. Import duty reduced to zero on items ex 03.01-B-I-c, fish; 03.03-A-I-a, spiny lobsters; ex 03.03-A-II-a, crabs, shrimps. Duty on items 09.01-A-I-a, unroasted coffee, not decaffeined, reduced from 4.8% to 2.9%.

**BURMA**—Government plans to achieve self-sufficiency in cooking oils (annual edible oil imports now 20,000 to 30,000 tons) with purchase of ten rice-bran oil mills—one from West Germany, three from East Germany, six under Japanese reparations.

**CAMEROON**—New Government-sponsored Societe Camerounaise d'Investissements (Cameroon Investment Co.) seeks to attract foreign private capital; will provide assistance to prospective investors.

**CEYLON**—Yugoslav/Ceylon trade agreement calls for exchange of goods valued at $2.8 million in each direction. Yugoslavia to supply lubricating oils, gasoline, cement, sugar, electrical equipment, special vehicles in exchange for tea, rubber, coconut, some manufactures including shirts, jewelry, soap.

**ECUADOR**—New drug laboratory in Guayaquil, Laboratorio Quimica Farmacéuticos, S.A. (ACROMAX), now in advanced planning stage. Firm contemplates manufacturing 150 generic, ethical pharmaceutical products. Operations set up to meet requirements of U.S. Public Health Service, Pure Food and Drug Acts. Orders for laboratory equipment valued at about $200,000 already placed, mostly with U.S. suppliers.

**FRANCE**—Imports jumped to $8.7 billion in 1963, 16% above the 1962 level. Imports from U.S. also climbed 16%, reaching $901 million. In both years, U.S. supplied 10.3% of French imports from all origins.

**GERMANY**—Credit Institution for Reconstruction arranging loan of $4.5 million for building of bridges over Nile canals in UAR. Contractor expected to be Beton and Monierbau AG, Duesseldorf.

**INDIA**—Work formally begins on public-sector National Coal Development Corporation coal washery at Gidi, Bihar State. Washery receives Polish assistance, will have annual input-output capacity, respectively, of 2.8 million, 2.2 million mt. Raw coal to be supplied from Gidi, Bhurkunda, Saunda collieries. Commissioning of washery scheduled for late 1965 or early 1966.

**MOROCCO**—Government tightens exchange controls, affecting amount of foreign currency which residents can take out of country, in attempt to halt sharp decline in foreign exchange reserves.

**NEPAL**—UN Food and Agriculture Organization to set up milk chilling center in Bhaktapur with 10 milk collecting stations in surrounding Kathmandu Valley area. U.N.F.A.O. also to provide 100 tons of milk powder for toning purposes in milk preparation. Milk processing plant already set up in Kathmandu.

**NETHERLANDS**—First National City Bank of New York to open Amsterdam office, following example set last year by Bank of America.

Honeywell N.V., subsidiary of Minneapolis Honeywell Regulator Co., to build additional plant, located at Emmen in northeast.

**NIGERIA**—Construction of $10 million petroleum refinery reported on schedule with completion due in mid-1965. Refinery, owned jointly by Shell, British Petroleum, Nigerian Federal and Regional Governments, to have processing capacity of 1.9 million tons of crude oil annually.

**SOUTH AFRICA**—Government announces expansion program for South African Airways involving purchase of new Boeing jetliner for international service. S.A.A. also plans to acquire several of latest model short-haul aircraft for domestic services; no decision made yet on what type of aircraft to purchase.

**SWITZERLAND**—Agricultural products, phosphates to be imported under recently-signed commercial, technical cooperation agreement with Togo, exports include medical products, cigars, chemicals, textiles, machinery.

Trade agreement with Czechoslovakia extended for another year.

**THAILAND**—Highways Department adopts new policy under which construction of highways no longer to be carried out by Department; will be left to private firms. Ministry of National Development Committee to process all construction bids. Action expected to create more opportunities for U.S. engineering, construction firms.

**TURKEY**—Preliminary data indicate value of 1963 mineral exports to be under $19 million, compared with $28.5 million in each of two previous years. Total value is lowest since 1950 when mineral products totaling $10 million exported. Decline results primarily from drop in value of exports of chromite, blister copper.

**UNITED ARAB REPUBLIC**—Pan American signs petroleum concession agreement covering part of Suez Gulf offshore area. Agreement is second signed by Pan American; third signed by U.S. oil company in past six months.

Foreign exchange receipts from tourism totaled £E9.5 million ($21.9 million) in 1963 compared to £E7.6 million ($17.5 million) in 1962.

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## the cover

It took a bucket brigade to get the World War I Handley Page bomber (top picture) loaded with small packages in this early, ill-starred experiment in air freight. The cargo got to its destination by rail after the plane was forced down by engine trouble. Forty-five years later (bottom picture) it has become routine to load tons of freight on specially designed aircraft for fast, safe trips all over the world. See pages 2-4.

# International Commerce

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March 16, 1964 Volume 70, Number 11

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# Freight takes to the air

## Belt-line techniques for loading huge, fast planes attract export trade

By STANLEY LICHTENSTEIN
*Staff Writer*

In air cargo today nearly anything goes.

Bigger, faster planes with special design features—swingtails, large doors, roller-bed floors, and the like—have been pressed into service to help distribute goods all over the world. They stand ready to take on all kinds of comers: 1-ton dust collectors, germ-free laboratory animals in plastic bubbles, delicate electronic instruments, 17,000-lb. iron castings, live mink, radioactive materials, flowers, foodstuffs, the latest fashions, hit records, furniture, entire factories. You name it, we'll carry it, say air freight leaders.

In an industry whose economics are tricky and where competition is fierce, it is sometimes a question whether the carrier will end up in the red or the black, but businessmen with goods to ship can benefit from falling rates as well as soaring speeds and capacities.

### Groundwork

It is becoming less and less true that you have to crawl—to and from the airport—before you can fly. Coordinated ground and air transportation is bringing more goods quickly to international airports where the goods are placed on board in minutes rather than hours. Palletized loaders, scissors-lifts, ball transfer units and other forms of mechanized handling speed them into cavernous aircraft interiors holding up to 100,000 pounds of freight.

Examples of advantageous air transport range from the spectacular to the humdrum: An orchard of 35,000 baby peach trees is uprooted from California soil and airlifted to France for transplanting in an orchard at Nimes; Libby, McNeil & Libby is building a plant there to produce canned American Cling peaches for Common Market distribution. Fiberglas vaulting poles, riding an international popularity wave after one was used to break a world's record, are airlifted to distribution centers. A manufacturer of biologicals chooses the air route for shipments to underdeveloped countries where he cannot maintain satisfactory inventories for his perishable commodities. Vine-ripened and late-season strawberries find markets in Europe through air freight. Baby chicks are airlifted from Florida to Latin America. A German importer of Pennsylvania-made hosiery-knitting machines prefers to pay $224 per unit to fly them over, rather than $37.80 per unit by boat, because the 10-day saving in delivery time enables him to make 207,000 pairs of hosiery.

### 28 applications

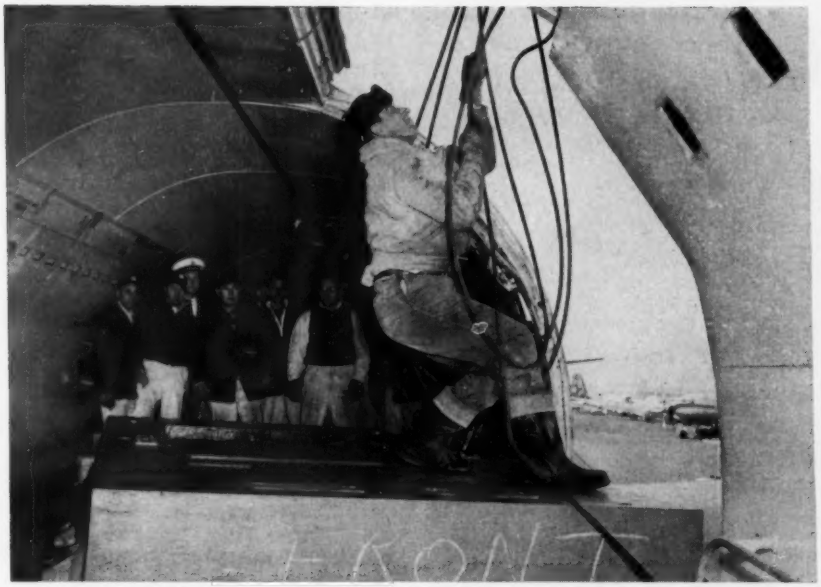
Getting there "fustest with the mostest" requires a careful weighing of all factors before deciding which transportation medium to use, air-cargo men argue. The Emery Air Freight Corp., reviewing a 177-page report it commissioned from the Stanford Research Institute on *The Role of Air Freight in Determining Company Policy*, concludes that total company benefits—and not simply "lowest cost"—should be the overriding consideration. The study identifies 28 situations in which air freight is being used effectively by modern industry, boiling them down to the 3 basic benefits of speed, reduced inventory costs, and superior carrying conditions. A special advantage to exporters is cited: "Internationally, on products requiring heavy or costly packing, particularly to countries where duty is assessed on gross weight, air movement can be more economical . . . while providing customers with improved service." A sheet of plastic or even wrapping paper is sufficient protection for such items as huge electronic computers, tied down to pallets and shipped by air.

Wider use of unit-load devices, special freight containers and pallets is being promoted by the 91-member International Air Transport Association (IATA). To spur faster door-to-door service, greater protection for shipped goods, new savings in time and documentation costs, and lower transportation charges, the IATA has instituted a world-wide program to establish uniform air freight practices. The organization plans to provide a list of registered international air cargo consolidators. A single IATA agreement would make registered consolidators eligible to do business with all member airlines.

### Facilitation

All along the line, steps are being taken to adjust the procedures of international commerce to the Air Age. With stopwatches replacing mileage indicators in the computation of distances—U.S. girth is now 5½ hours, the Atlantic's, 6 hours, and the world's, 24 hours—"red tape" must be cut to the bone. Government and industry have cooperated to work out improvements. Among these are the time-

QUICKIE BOWLING: These "alleys" are briefly in use between flights of the huge TWA Boeing cargo jet.



17,000-POUNDER: Rigger attaches derrick cables to generator base bound for Hong Kong. (Pan Am photo)

saving "port of origin" air-cargo customs clearance system using 22 cities from Baltimore to Seattle to handle export shipments (INTERNATIONAL COMMERCE, Oct. 28, 1963, p. 27), and the Transit Air Cargo Manifest Procedure which allows 24-hour-a-day, 7-days-a-week clearance of imports at airports of entry. At the Department of Commerce, an interagency National Facilitation Committee operates to simplify international movement of persons and goods by land, sea, and air, with subcommittees specializing in each transportation mode.

The shape of things to come is also suggested by a West Coast project. In February the San Francisco Public Utilities Commission approved the participation of airport employees in a $300,000 study of a proposed giant air cargo and travel center for the area. Such a center, said a spokesman for Pacific Air Commerce Center, Inc., would include buildings and other facilities for cargo handling, warehousing, administrative and marketing activities, and governmental functions related to them, plus other facilities.

## Billion ton-miles

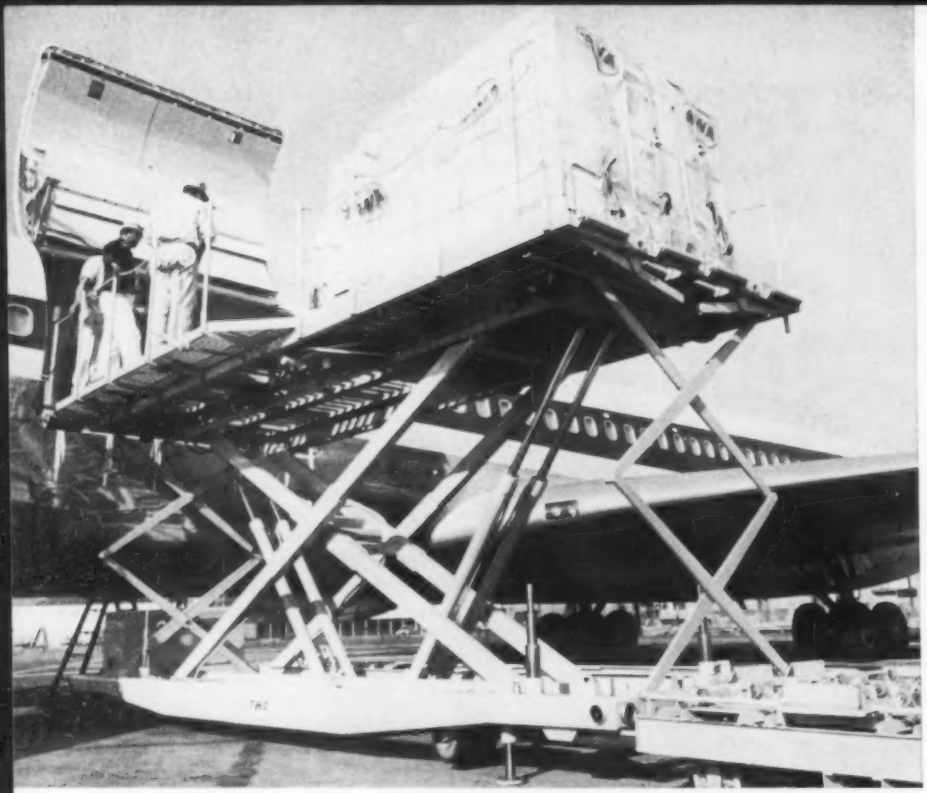
Last December—60 years after the Wright brothers' Kitty Hawk flight—Secretary of Commerce Luther H. Hodges noted how aviation had transformed the world into a neighborhood, oceans into ponds, continents into islets—placing every man "within earshot of the bell that tolls for every other man." Though the Secretary cited as one of the significant indices of progress the fact that air cargo had passed the billion ton-mile mark, industry surveys indicate a vast untapped potential. One estimate points to 20 billion ton-miles of air freight as potentially available among 235 manufactured commodities. This is the fastest-growing segment of the air transport business, and there is every reason why it should be, with air cargo currently accounting for less than 1% of all freight traffic.

The big combination carriers (Pan Am, TWA, and Northwest Orient) and the 5 U.S.-certificated all-cargo lines are keenly aware of their role. As Richard M. Jackson, board chairman and president of Seaboard World Airlines, puts it, air carriers can provide "the means for promoting greatly increased international trade, an objective that transcends mere airline considerations, and goes to improving the basic health or economies of the nations involved through the exchange of goods among them." Cries of "amen" can be heard from Seaboard's fellow all-cargo carriers—Slick, Flying Tiger, Riddle, and Aerovias Sud Americana—as well as Pan American, Trans World Airlines, and other passenger-and-cargo giants.

Leaders of the industry are doing more than getting goods around the earth in record time. Their contribution—to cite the latest example—was officially recognized on March 3, when Under Secretary of Commerce Franklin D. Roosevelt, Jr., presented Jackson with the President's "E" for export excellence award, noting Seaboard World's "dramatic" success in stimulating airborne exports.

Another outstanding operation is Pan American Airways' World-Wide Marketing Service, which earned an "E" award for the company in 1962. A recent tally showed that in 2½ years this free service had provided some 66,000 foreign-trade contacts for nearly 12,000 firms. Harold Graham, Pan Am's vice president-cargo sales, regards the service as a key factor in his company's 1961-63 air-cargo-volume growth of 41%. Central to the World-Wide Marketing Service is *Clipper Cargo Horizons,* monthly maga-

LET 'ER ROLL: Ninety-degree movement into cargo plane's cabin is facilitated by ball-bearing floor.



LIFT THAT FREIGHT!: Hydraulic scissors mechanism is integral part of rapid ground-handling system.

zine distributed to more than 130,000 shippers, exporters and importers of the world. To the English and Spanish editions of the magazine are now being added French, German, and Japanese editions. ("E" awards to TWA and Pan American—the latter's second—have also recognized airline contributions to improving the U.S. balance of payments position through the promotion of tourist travel to the United States.)

Other lines authorized to carry cargo overseas are Capitol, Overseas National, Southern Air Transport, Trans International, and United States Overseas.

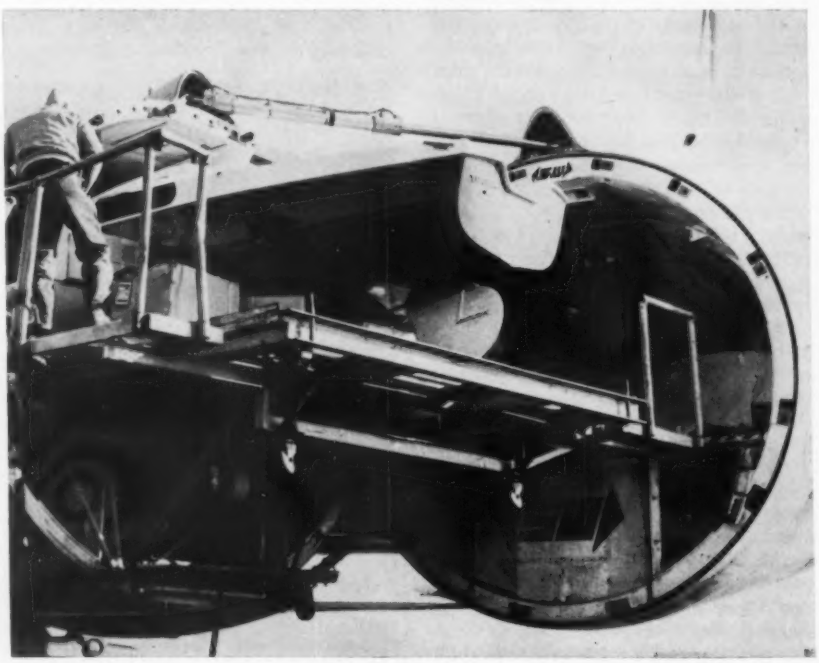
## Hungry mouths

In air cargo, customers do well as carriers wrestle with thorny economic problems. Heavy investment by leading lines in bigger and faster craft makes for intensification of already-keen competition for the volume-cargo market. At full capacity, cargo can be more profitable than passenger traffic—but at less than full capacity, there are all those 30- to 45-ton "hungry mouths" to feed.

Seaboard World's President Jackson has resorted to the stratagem of "blocked-space" arrangements with other North Atlantic lines which had been booking more freight than they had space for in the bellies of their passenger planes. These "blocked-space" sales have been earning more than $2½ million annually for Seaboard, and represent what Jackson calls a "wholesale" approach to the industry's problems. Lines which had been forced to fly excess freight at a loss in all-cargo planes switched to purchasing blocked space on Seaboard planes on the basis of Jackson's reasoning: "Why should you fly a plane with a capacity of 35,000 pounds to carry 20,000 pounds of freight? We can carry the 20,000 pounds for you more cheaply because we'll be carrying other cargo as well." He compares the blocked-space arrangement for freight with the popular chartered-plane arrangement for passengers on international flights. To such "wholesaling" he would like—with Civil Aeronautics Board permission—to add some "retailing" by selling cut-rate passenger space on unfilled cargo planes, just as passenger lines use left-over space for cargo.

Other approaches to the delicate profit-and-loss situation in air cargo are proposed in other quarters, including the call by Flying Tiger, Slick, and Riddle executives for a CAB-guided reorganization of the industry. Under such a reorganization, "freight specialist" lines would carry large-scale shipments while passenger lines would be restricted to air express, air mail, air parcel post, and small premium-rated packages.

Companies with goods to ship anywhere in the world can afford to remain above these battles. As aviation moves farther into the wide blue yonder of jet and then supersonic flight, advances in the carrying of freight will keep pace. Air cargo is here to stay, and U.S. international traders are getting on board in increasing numbers.



IT'S A BREEZE!: Tail swings away on Seaboard World cargo carrier, easily admitting 18-foot sailboat.

# Parker tells conference of 'in-between' $

### Suggests study of market, factory possibilities, with some parts to be made in the U.S., some overseas

With many of the nation's leading international trade executives in attendance, Daniel Parker, President of the Parker Pen Company told the 27th Chicago World Trade Conference March 3rd that there is a profitable "in-between" in making a complete product overseas, or making it complete in the U.S.

"Characteristics of many markets is the real diseconomy of trying to set-up and make the complete product there—and make a profit, too," he said. "We have found that there is, or can be an 'in-between' area where a reasonable arrangement with mutual benefits can be provided. The elements of such an arrange are to determine the right products —and to make a sincere effort to determine what parts and assembly operations can be logically and economically done locally (though not necessarily conveniently). Not only might this yield a logical program—but a beneficial and reasonable one, too, to be presented to the local government which might well reciprocate the genuineness of the proposition.

" 'Something,' it is said, 'is better than nothing.' The something in this case is the profitable export of parts plus the making of extra profits on the value added locally. The 'nothing' is of course the total embargo we'd face without doing this sort of thing.

"Any businessman realizes that he must first acquire as much knowledge as possible about a potential market—acquire knowledge and understand it and relate that knowledge to his products and his business. In other words, earn a competitive position. We in business know that we must inherently have access to many professional services . . . such things as market research, advertising, public accounting, law, and so on. And going into a strange and unknown market in search of these services is a very difficult job. I can see where government can only go so far as to list these services. But let us not criticize government for something we can do if properly organized. I think there are such things that we can do to help ourselves.

"An example of where a pooled effort might help is in the area of collecting and sharing public data and private data. Our government collects and processes and makes available a wealth of public statistical data. But most of us need more—we need to go beyond that to get data tailored to our particular business. Here is an example of joint sponsorship—this time in the area of market research—where we can and should take action to overcome these difficulties."

### Governor speaks

Illinois Governor Otto Kerner addressed the banquet in the evening, and discussed a recent trip of a group of Illinois businessmen on a trade mission to Europe. He reported that businessmen who had never done business outside of the United States were successful in getting orders on this trip, and that more than $600,000 in new business was written while the group was overseas, with an anticipated $5.5 million in additional business to follow as a result of contacts established.

The Chicago World Trade Conference, sponsored jointly by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago, is held annually to stimulate world trade activity by midwest firms and to enhance Chicago's position as a center of world business and investment.

# India needs much, means slim; must sell more to pay for needs; investment is best U.S. trade bet

### New Delhi taking steps to ease path for foreign investors; aid program gives U.S. top share of $2 billion annual imports

By JAMES LANIGAN
*Commercial Counselor*
*U.S. Embassy, New Delhi*

"India could use all of the goods that you could produce in the next century if it had the dollars to pay for them." This virtually sums up the situation for U.S. businessmen interested in exporting to India.

JAMES LANIGAN

The potential Indian demand for manufactured items from transistor batteries to hydroelectric generators is, for all practical purposes, inexhaustible. India's burgeoning population needs every kind of consumer goods and industrial material.

The problem is that most of the people have very little money and the country does not earn sufficient foreign exchange to purchase the capital goods and raw materials needed to sustain the Indian economy, let alone to expand it at the planned rate.

India's foreign exchange reserves are at rock bottom and the country for many years has had a large adverse balance of payments because substantial amounts of developmental goods must be imported to support the industrialization program.

### Awakening giant

Economically speaking, India is an awakening giant. Indian Government leaders, bankers, and many thousands of businessmen are striving to galvanize it into greater activity and lead it into a constructive and healthy course of productive economic development.

The vast majority of the population lives in villages close to the subsistence level. The development of cash crops by many small farmers is just beginning. In the cities, where new industries are going up, an increasingly sophisticated wage earning class is gradually being formed. As these two large groups increase their cash earnings, living standards will rise and a rapidly growing market for consumer and capital goods, both domestic and foreign, will emerge.

The Indian people are becoming aware of the amenities which are commonplace

in the Western democracies, and are striving to increase their level of earnings to enjoy a better life.

In its effort to develop agricultural and industrial resources, India imposes foreign exchange controls rigidly restricting the volume and types of commodities purchased abroad. But these imports, which have consisted chiefly of development materials and food, have been considerable.

Over the past 5 years, they have averaged slightly over $2 billion annually as against exports of $1.4 billion.

Since 1959, the U.S. has been India's principal supplier, and its share of India's total imports has risen from 16% in 1957 to 28% in 1963. The bulk of this trade has been largely capital goods, industrial raw materials and agricultural commodities in which India is deficient. It has been largely financed through U.S. Government aid.

India is actively endeavoring to expand exports to earn the additional currency needed for continued industrial growth. Earnings from such traditional export items as jute products, tea, cotton textiles, hides and skins, iron and manganese ores, and cashew kernels do not provide enough foreign exchange to sustain growing import needs.

More attention is being paid to the development of export industries, so India may become an important supplier in the international market.

## Must cut costs

The country, however, must reduce high domestic production costs and improve the quality of the goods produced in order to become competitive in foreign markets. Great reliance is being placed on the development of more efficient port facilities to enhance India's competitive position in the export of iron ore and other commodities.

India is also utilizing public and private barter arrangements to stimulate the movement of surplus products such as manganese ore and ferromanganese.

U.S. suppliers are employing several ways of developing sales in India. Participation in U.S. Government aid programs is the foremost method by which many agricultural and industrial items are being sold to India. Among such items are capital machinery, machine tools, metals, chemicals, petroleum products, foodgrains, cotton, carbon black, pulp, sulphur, and fertilizer.

Where possible, India is financing a portion of these imports from its limited free foreign exchange resources.

In many of these commodity areas, the U.S. has established a temporary and possibly permanent market, as India will remain deficient in these materials for a long time despite increasing domestic production.

Sales opportunities offered in connection with projects or commodity requirements financed by the World Bank and other international lending institutions also have been productive for enterprising U.S. suppliers. This could develop into a majer avenue of trade, especially for producers who are prepared to meet intense competition and apply the requisite salesmanship, initiative, and perseverance to win these contracts.

U.S. business is also providing engineering and technical services for many power, mining, and industrial projects. Many firms with manufacturing and technological skills needed by India are also licensing the production of their products on a royalty or straight fee basis. Sales of services will grow with the industrialization of the country.

The standards and specifications for new plants and plant expansion are more and more being redrawn to accommodate U.S. producers. This initial opportunity, which is a result of U.S.-financed procurement, will undoubtedly have long term benefits.

Another method employed by U.S. suppliers in making sales outside the Government aid programs is by arranging for long-term credit from private banking institutions. More of this type of financing should be initiated.

## Barter arrangements

Finally, some U.S. exporters have successfully worked out public and private barter arrangements with Indian importers. These arrangements are cleared by India's State Trading Corporation or, in the case of minerals and metals, the newly established Minerals and Metals Trading Corporation.

India's increased military requirements have not yet been reflected in any apparent substantial commercial sales by U.S. exporters. However, India's extensive interest in foreign technology in the fields of ordnance, communications, aviation, and transportation (vehicles) may result in future private sales opportunities for U.S. equipment and engineering know-how.

Here again, India's dollar shortage will probably be a limiting factor, unless other means can be found for financing private purchases from the U.S.

India cannot develop full potential as a major importer until a substantial export trade has been developed. This means that India must eventually become a competitive supplier of manufactured goods for the international market, which, in turn, requires development of a viable industrial economy.

Therefore, the most immediate opportunity for increasing U.S. sales in India is in the field of foreign investment. Many foresighted foreign industrialists have already established manufacturing joint ventures in India.

Such undertakings stimulate trade, as they lead not only to the sale of capital equipment and machinery contributed as equity share participation, but they also result in sales of components, parts, and raw materials, as well as additional equipment for future plant expansion.

Although foreign private investment has been slowly increasing, the volume of private capital and know-how coming to India has not achieved the levels necessary for satisfactory economic growth. This is partly due to inadequate realization, until recently, by Indian policy-making officials of the urgent need for much larger inputs of private capital and technological skills.

It also reflects the short-sightedness of many industrialists in the U.S. and Western Europe in assessing India's market potential.

## Mutual interests

There are current indications that both the Government of India and Western businessmen are becoming more aware of their mutual interests. The Indian Government is taking steps to simplify the administrative procedures which have delayed many investment transactions.

Some price decontrol measures have already been taken, and there is good reason to believe that serious consideration is being given to additional liberalizing measures to provide greater incentive to domestic and foreign investors.

Hopefully, this trend in India toward affording greater cooperation and hospitality to private capital will continue. The fact is that India needs Western capital as badly as Western businessmen need India's potential market. Fortunately, this mutual need is becoming more widely understood on both sides.

## the author

*Mr. Lanigan served as a special counsel to the White House, the Economic Cooperation Administration, the Mutual Security Administration, and as vice-president of real estate holding companies before being appointed commercial attache to New Delhi in August 1963. The Nebraska native earned his BA and LLB at Harvard, and served overseas with the Navy during World War II.*

# No immediate upturn expected in U.S. exports to Argentina; long-term outlook is brighter

## Considerable business available despite import restrictions; licensing arrangements can employ unused industrial capacity

By JOHN F. TROY
*Commercial Attaché*
*U.S. Embassy, Buenos Aires*

**the author**

*Mr. Troy was assigned to Buenos Aires in September 1962. The Alabama native served with the Office of Civil Defense Mobilization and the Department of Commerce before joining the Foreign Service in 1960. He has also managed an export-import firm and served overseas with the U.S. Army during World War II.*

Prospects for any big upturn in U.S. sales to Argentina during 1964 are not bright. Estimates of foreign purchases which the local economy will absorb this year vary among government officials, private economists and businessmen, and depend upon their analysis of the factors which will affect the economy over the next 10 or 11 months in Argentina.

JOHN F. TROY

However, assuming a somewhat conservative total import volume of around $900 million, there will be considerable business worth going after. How much of this total will be marked "Made in USA" will depend on the efforts of everyone in the sales chain, from the chief executive of the producing company in the U.S. to the local salesman on the scene.

Stiffer competition should be expected from domestic Argentine sources and Latin American Free Trade Association (LAFTA) countries, as well as the traditional competition of Western Europe and Japan.

The U.S. share of the market for 1963 fell to approximately 24% from the 1962 high of 29%. Over the past 3 years Italy has increased its share of the market from 6.8% in 1961 to 14% in 1963! Japan in the same period has doubled its share of the market and is the 5th-ranking supplier to the Argentine market, although its total is still relatively low.

In the competitive fight, initial price of the merchandise will play a strong part, but credit terms could well be the deciding factor in larger transactions.

In addition to the price and credit competition, U.S. shippers generally will be seriously affected by changes in the composition of Argentine imports. Direct and indirect effects of recent government policy decisions as well as the current structure and financial condition of the economy are forcing these changes in imports.

The government issued a list of some 500 prohibited import items in late January. These are luxury items, the real nonessentials or those for which domestic production is considered sufficient. While the normal U.S. portion of the former trade in these items was not a major factor in total U.S. shipments to Argentina, it did amount to about $3 million in 1963.

### Privileges rescinded

The government has stated that it does not intend to implement the Foreign Investment Law of 1958, which permits the duty and surcharge free importation of capital equipment for official approved foreign investment projects. The government also rescinded various decrees authorizing special import and tax privileges for investments by foreign or domestic firms in certain priority industrial sectors.

These actions, coupled with the indirect effects of the unilateral annulment of the foreign oil contracts, the non-acceptance by the current government of the protocol signed by the Guido Government to extend the Investment Guarantee Agreement to cover expropiation, war and other risks, and numerous indications of increasing "statism," have all but dried up U.S. shipments—usually predominantly industrial equipment—generated by new investments.

A definite policy of reducing imports wherever possible developed during 1963, not only to protect developing industries, but also to improve Argentina's trade balance. The "Buy Argentine" law of July requires all Government entities or public concessionaries and their contractors to purchase only Argentine-produced materials when these are available at "reasonable prices."

An embargo was established in November 1963 on the importation of machinery and industrial equipment, pending completion of a study to determine the country's import need for this type of commodity. There is no indication when the prohibition will be lifted or what machinery will be approved for import. Even after lifting the ban in whole or in part, no substantial upturn in the purchase of machinery and industrial machinery should be expected.

Under present conditions, merely maintaining the current level of sales will be difficult. Even prior to the import prohibition economic conditions had tended to reduce demand for these "Big Ticket" items for which the U.S. is a major supplier.

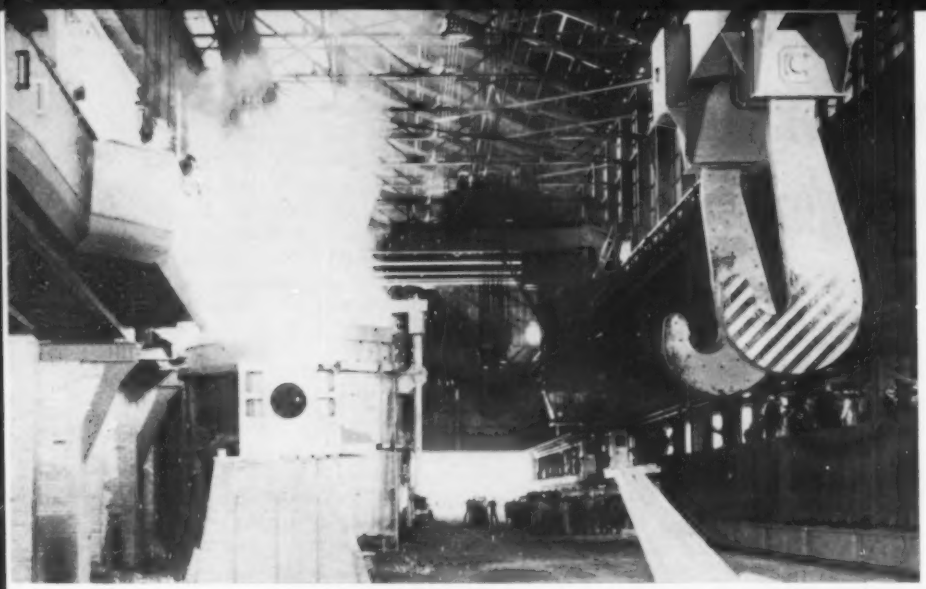
Expansion in plant capacity in many industries coupled with the business recession that began in early 1962 has resulted in considerable idle industrial capacity.

### Self sufficiency

Domestic industry has reached the point where it can supply substantially all of the country's consumer goods requirements and an increasing percentage of the intermediate products and less sophisticated equipment. For example, the local automobile industry is scheduled to produce its finished product with maximum import component of 10% of its value in 1964. A similar situation exists in the tractor and agricultural equipment fields.

Locally produced pharmaceuticals, industrial chemicals, even iron and steel products are meeting more and more of the local need. While the personal or industrial consumer may prefer a greater selection, the potential demand for imported items is effectively removed or reduced by the absolute prohibitions referred to above and by the highly protective tariffs and import surcharges levied on all but the most essential raw materials and commodities.

The situation is somewhat better in the raw material fields. The fairly low stocks of these items should generate some increased demand for new purchases quite soon. The extent of the pick-up will depend on how fast the economy responds to government actions to generate more consumer purchasing power and demand, and to stimulate production. Many com-



HOMEMADE STEEL: An interior view of the SOMISA steel mill in Buenos Aires Province. Domestically produced steel is meeting more and more of Argentina's needs, thus reducing import requirements.

panies anticipate increased production and sales in 1964.

The cotton industry needs improved harvesting, ginning and related equipment. Credit is the essential factor. Except in extraordinary circumstances, terms will probably have to be longer than 2 years.

Sugar mill and related equipment including cane harvesters are in real demand. Good world prices for sugar have supplied some of the required cash. U.S. prices are allegedly some 20% higher than non-U.S. competition. Aggressive selling is necessary. European suppliers are very active in this area.

Fruit harvesting and processing equipment is needed. Good export markets are providing the money and incentive for mechanization and expansion.

### Licensing outlook good

Possibilities for licensing arrangements in a wide range of products are good, if the U.S. participant is willing to wait out the current difficulties for profitable returns. Initial arrangements including provision of some working capital should be made now to take advantage of idle plant capacity.

U.S. suppliers should follow the example of their European competition and locate financing sources in order to make a complete offer rather than leave the financing up to the buyer.

It may seem incredible to U.S. shippers, but some European suppliers are actually financing the particulary hard to manage import surcharges. Local banks report arrangements in which the seller transfers cash to cover these charges. With surcharges frequently at 100% or 150% of cost and freight values, this is a substantial factor in whether or not the sale is made.

Even on a reduced import basis, Argentina will still be a major market for U.S. goods in 1964. With reasonable effort it should exceed $225 million. Hard work and imagination can make it worth more. Although the going is a bit rough at the moment, the long range outlook makes the extra effort worthwhile.

### Brussels attaché

Mr. Richard G. Smith, author of "Belgians Expect Another Good Year in '64" in the March 9 issue of *International Commerce*, was incorrectly described as the Commercial Attache of the U.S. Embassy in Brussels. Actually, he is the Assistant Commercial Attache. Mr. E. Paul Hawk is the Commercial Attache.

### ENGINEER DIRECTORY PLANNED

A directory, listing U.S. consulting engineer firms available for work in the international market, is being planned by the Consulting Engineers Council, 1155 15th St., NW., Washington, D.C. A meeting of council members and government officials concerned with overseas projects was held in Washington recently to consider content, use, and distribution of the brochure. The publication is intended to establish communication between foreign firms desiring to engage U.S. engineers, and members of the council available for such service.

# EEC publishes new tariff rate list

## Kennedy Round GATT negotiations should reduce levels further

The Commission of the European Economic Community has published an entirely new edition of the customs tariff of the European Communities listing the duties which the 6 EEC member countries will apply on goods from non-member countries and which will replace individual EEC country tariffs perhaps as early as 1967.

This new edition, which replaces the earlier one published in 1961, incorporates the changes in the Common External Tariff resulting from the most recent GATT negotiations in Geneva. The publication also contains various additions and annexes, including a list of products for whch the duties of the Common External Tariff have been temporarily suspended or reduced.

However, the forthcoming Kennedy Round GATT negotiations in Geneva are expected to result in reductions in the CXT as listed in this publication.

The new edition of the CXT is published in loose-leaf form and is available only in the 4 official languages of the EEC—French, German, Dutch and Italian. The $15 price includes a subscription to the supplementary pages issued periodically as modifications of the publication's text occur. It can be obtained from the Information Service of the EEC, Suite 808, The Farragut Building, Washington, D.C., 20006.

## Germans reading more; paperbacks catching on

The general book trade in Germany continued to grow during 1962. Although the price of regular hardbound volumes increased, the less expensive pocketbooks, paperbacks and volumes sold through book clubs gained significantly in popularity.

A good market exists in Germany for advanced technical works, belles lettres, and illustrated art works. Popular science works and travel guides have also become increasingly popular.

Germany's total foreign trade in books reached a new high in 1962. Exports rose from $32.05 million in 1961 to $34.1 million and, over the same period, imports rose from $14.5 million to $16.675 million.

# Vigorous Malaysian economy attracts private investors; expanded U.S. sales likely

## New nation has one of highest per capita buying powers in Asia; U.S. goods in demand, though not always competitive in price

By CORNELIS J. GOINGA
*Commercial Attaché*
*U.S. Embassy, Kuala Lumpur*

**the author**

*In Government service since 1947, Mr. Goinga has been with the U.S. Embassies in both Bonn and Paris, working on finance, trade, and economic matters. In 1961, he was assigned for 2 years to the Commerce Department in Washington as part of a State/Commerce agreement to give special commercial training to Foreign Service Officers.*

Malaysia closed out 1963 with bulging foreign exchange reserves and most economic indicators pointing upward. The Government is looking confidently toward 1964, despite some clouds on the horizon.

CORNELIS J. GOINGA

The formation of Malaysia (Malaya—Singapore—Sarawak and Sabah) on September 16, 1963, not only created a larger nation but is expected to weld these 4 areas into a single more viable economy. Malaysia offers U.S. manufacturers a market of 10.7 million people possessing one of Asia's highest per capita purchasing powers.

Malaysia offers the greatest opportunities for foreign businessmen in the development of manufacturing industries. The rate of industrial development has grown rapidly, due principally to comprehensive investment incentives such as investment guarantees, development of industrial areas, special tax exemptions (pioneer-status), and tariff protection.

In Malaya, dramatic and solid progress is being made under its Second Five Year Plan, which was launched at the beginning of 1961. The physical volume of output from estates and small farms has grown impressively. Existing industries are expanding their output and new industries are beginning production.

Motor transportation is expanding rapidly and 1,465 miles of new roads have been built in 2½ years. The total number of registered motor vehicles of all types rose 48% between the end of 1960 (185,000) and the middle of 1963 (273,000).

The number of telephones has increased 24% since 1960 (from 76,000 to 94,000), radio services have been extended to all parts of the mainland, and Christmas 1963 saw the inauguration of television in Malaya. For an annual service charge of approximately $196 you can now make telephone calls from your car through a new mobile telephone service.

The Central Electricity Board (CEB) is building several hydroelectric works in Malaya which, when completed, will step up the annual output of electricity considerably. A new $16.3 million International Airport located 12 miles from Kuala Lumpur is nearing completion.

### Need building products

The building industry needs many products and extensive building activity may provide the base for the establishment of many new factories. A good example is the recent opening of a paint factory in Singapore. Singapore expects to open its first factory for the manufacture of lamp bulbs by the middle of this year, the first of its kind in this region of the world. Plans are underway for 5 automobile assembly plants and, if all goes well, the first "Made-in-Malaysia" car is expected to be on the road by the end of 1964.

Plans for North Malaya's first pharmaceutical factory with foreign and local capital are firming up. The green light has been given for a cement plant in Ipoh, and a $1.63 million Government-financed pineapple cannery will be built soon at Pekan Nanas-Johore.

The opening of the newly built National Iron and Steel Mill at Jurong Industrial Estate brought Malaysia's first major heavy industry into full production.

The development of Sarawak and Sabah is not being ignored, and both states are working on large scale development plans. New roads are essential to economic development of these territories. A wide ranging investigation into the resources of the Labuk Valley in Sabah is being carried out jointly by the United Nations and the Sabah Government.

As the economic statures of Sabah and Sarawak develop, the trade of these states is expected to increase, which will mean that port and harbor facilities must be developed to keep pace with greater demands upon them.

Business in Malaysia is ready to breakthrough into an even more rapid development than it has already experienced in the last few years. The business climate is improving. Malaysia is politically and economically stable, and businessmen are competent and aggressive.

Government actions have widened the scope of private enterprise and business is encouraged by skillful and realistic government leadership. The government supports an adequate public works program; private investment capital is available; free enterprise is allowed to set the pace of industrial development; and reactions to modern selling techniques are favorable.

Many industrial areas have been developed throughout Malaya and Singapore for heavy and light industries.

### Growing opportunities

There is a substantial potential for expanded U.S. exports. The fastest-growing Malaysian import needs are for machinery to equip its new factories and heavy equipment for land clearing, highway building and the development of ports and mines.

U.S. industry should be well able to fill these requirements, but intensive sales efforts are needed in view of long-standing Malaysian business ties with Britain and vigorous competition from many other countries.

This competition was demonstrated when around 40 different brands of foreign TV sets were displayed in Kuala Lumpur stores when TV came to Malaya. U.S. sets, although among the most expensive, have already proven themselves and are selling as well as more moderately priced sets.

U.S. products enjoy a good reputation in Malaysia and although not always

competitive in price they are in great demand.

In addition to heavy machinery, there is a keen interest in such specialized U.S. products as precision tools, laboratory-refrigeration and air conditioning equipment, elevators, and escalators. Plans for the expansion of 2 hotels in Kuala Lumpur call for swimming pools and bowling alleys.

### Investment opportunities

The investment climate in Malaysia is unusually favorable and local capital is available for participation in industrial ventures. A growing number of U.S. and other foreign companies are now obtaining pioneer industry status in Malaysia.

Most important for the potential investor is the fact that Malaysia wants foreign investment and is actively seeking it. Malaysia is very much interested in U.S. investment and technical "know-how," and U.S. industry will miss opportunities if it does not explore such possibilities.

Malaysia's economic development program should get a boost from private U.S. investors now that the country has joined the AID investment survey program. Under this scheme the U.S. Government now facilitates private U.S. investment in Malaysia by underwriting part of the cost of approved investment feasibility surveys.

Since the lifting of exchange restrictions against the dollar in 1959, U.S. exports to Malaya and Singapore have more than doubled, from $38 million in 1959 to $83 million in 1962.

There is still room for considerable improvement. The potentialities are great and the U.S. should get a larger share of the Malaysian market, with greater effort and interest by U.S. business.

## World Bank team to study Moroccan development

The World Bank is sending a general survey mission to Morocco, at the request of the Government, to assess the country's development potential and to recommend economic policies, and the elecments of an investment program.

Among other things the mission will study the principal sectors of the economy to identify their problems and potentialities; examine the international position of Morocco, both with respect to the prospects for particular commodities and to its relationship with other trading areas; and study and advise on measures to stimulate private investment, both domestic and foreign.

# Growing Ugandan prosperity boosts consumer goods imports

## U.S. businessmen not taking full advantage of trade chances; AID program offers chance to introduce products in Uganda

By D. DEAN TYLER
*Economic Officer*
*U.S. Embassy, Kampala*

Uganda's foreign trade improved considerably in 1963, due primarily to a sharp rise in exports of coffee and cotton, the country's principal foreign exchange earners. Prospects for 1964 point to a further increase in export sales.

Ugandans will continue to increase imports of consumer goods of all types in 1964. Automobiles, buses, trucks, bicycles, motor scooters, and motorcycles should continue to find improving markets, as will tractors and agricultural machinery and implements. Aviation and regular gasoline, lubricating oils, tires and tubes should find sales rising steadily during the coming years. Imports of medicinal and pharmaceutical products, soaps and cleansing preparations, paper and paperboard products, dyed and printed cotton fabrics, synthetic fabrics, radios and radio/phonographs, industrial and commercial machinery, electrical machinery, apparatus and appliances, and clothing and footwear showed substantial improvements during the first 9 months of 1963. Demand for these products should continue to increase during 1964.

During the first 9 months of 1963 earnings from all Ugandan exports increased $33.6 million over the $84 million received during the same period in 1962. During the same period, coffee earnings jumped from $44.5 million to $59.6 million while cotton earnings almost doubled from $21.6 million to $37.5 million. Imports into Uganda totaled $65.2 million, compared with $52.9 million in the corresponding period of 1962.

### In native hands

All of Uganda's cotton and about 98% of its coffee is grown by native Ugandans. Consequently, the profits from these crops are distributed among the populace. The resulting increase in spending ability directly stimulates commerce.

### Better budget

The Government of Uganda should also find its budget position strengthened. During the first 5 months of fiscal 1964 export tax revenues quintupled, customs revenues jumped 23% and excise revenues rose 25% over the previous year. Uganda's Development Plan will undoubtedly be strengthened by the increased government earnings.

The recent breaches of discipline in Uganda's army, which received considerable press coverage, were quickly and effectively dealt with by the Government. In view of the positive reaction to this threat to internal stability, the incident is not expected to adversely influence Uganda's continued economic expansion. Confidence in continued stability is clearly shown by the continued planning for the Uganda International Trade Fair scheduled for Kampala during November.

### U.S. best customer

The U.S. was Uganda's best customer in 1962, accounting for 27% of Uganda's total export trade ($28 million). Coffee constituted almost 97% of these purchases. On the other hand, U.S. products totaled only 3.8% of Uganda's net imports.

U.S. businessmen have, on the whole, been lethargic in taking advantage of trading opportunities in Uganda. Many make the mistake of trying to conduct negotiations by mail and usually lose out to European and Japanese firms with men on the spot.

Many U.S. businessmen have tried to sell their products without setting up a permanent agency or making provision for supplying spares and servicing. Naturally, they are losing out to the English, Germans, Japanese, and others who provide parts and service.

Most Agency for International Development programs offer U.S. businesses many opportunities to introduce their products into Uganda's markets. This agency is presently supporting programs in agriculture, education and public administration.

### Farm machinery wanted

Manufacturers of agricultural equipment will have good sales opportunities.

Funds supplied for the expansion of Uganda's secondary school system will finance substantial orders for U.S. building equipment. In addition, part of the $5.6 million development loan to the Uganda Development Corporation will be used to purchase U.S. equipment and supplies.

East Africa's Common Market allows a manufacturer in Uganda to sell his product, free of customs barriers, to 25 million people throughout the East African area.

Since independence, new industries have developed in Kampala and around the Owen Falls Dam near Jinja, where there is a surplus of electrical power. The most recent example is the Dunlop Tire Company which is about to build a bicycle tire and tube factory at Jinja capable of making 1 million tires and 1.5 million tubes a year.

Jinja, with its plentiful supplies of electric power, water and labor and its accessibility by road, rail, lake and air to the whole Victoria basin, is an attractive site for new industry.

### Investors welcome

The Uganda Government has demonstrated its eagerness for foreign investors to participate and assist in the economic growth of the country. In the past, the Government has offered special tax and tariff reliefs negotiated on an individual basis with foreign investors.

However, Ugandans realize that this is not enough. The Uganda Government is now considering investment legislation as well as an investment guarantee agreement with the U.S.

In short, 1964 should be a good trading year. The economy is on the upswing, and this trend should continue at least for the next 2 or 3 years. As coffee and cotton crop proceeds filter down to the producers, a supply of ready cash will spark consumer sales of all kinds.

This is the time for U.S. businesses to introduce their products, to establish agencies and servicing facilities where spares can be obtained. Ugandans will want to buy an increasing variety of well-made quality products.

### the author

*Mr. Tyler served as an intelligence research analyst in State Department headquarters in Washington and at the U.S. Embassy in Mexico City before being assigned to Kampala in February 1961. The California native received his AB from the University of Southern California.*

# Manager's hobby is carrying U.S. message

**By Neil C. Hurley, Jr.**

**Chairman, National Export Expansion Council**

MILAN, ITALY—This is a town where a heavy score does not mean major burglary or sport results, but symphonic thunder, and where dwells the muse of music to make of it a Mt. Olympus for those who sway and swoon to song and flute, and goddesses at La Scala are better known than chiefs of state, or even chefs of restaurants.

Marty Stahl thinks differently. This day he gazed down at a wide room from his second-story office through a semi-concealed window, as Col. Bradley used to look some years ago at his green felt tables, then the best deal south of counterfeiting in the days of elegant Palm Beach.

Stahl, instead, looked at multi-colored booths of airconditioning equipment that occupied a main floor. The shiny new Milan United States Trade Center, fifth in a necklace of window cases from Tokyo to Frankfurt, was operating routinely.

"We score when we sell," Stahl said impatiently. Stahl is always impatient, a mercurial man, forever as restless and chafing as a runner in paddock, conducting conversations simultaneously like a hotel concierge, frequently in English, often in Italian, German or French.

The Milan center is the Telstar of U.S. product displays. Lighting is recessed beneath a glass ceiling that pours artificial sunshine on the exhibit hall and the contrived climate is reason enough for a visit. Sunny Italy this time of year is way South. Indoors, booths sparkle in glittering brightness in contrast to the pale, domestic light of outside drizzle.

The Milan center is efficient enough to merit approval from George Halas and has a wide, wood-panelled, spacious room for dealings between manufacturers and buyers. There are private rooms, too, for more intimate discussion, storage nooks and ample parking space.

Listen to Marty Stahl as he walks around. "That filing cabinet should have been painted; there is a crack in the plaster in the reception room; a bad switch is at this door.

"I am always on wheels," he said. Stahl is retired from a pharmaceutical company named Wynlit, Inc., a group connected by some financial confetti to companies abroad. As top man in the United States, he left when Minnesota Mining, arranged somehow, through a subsidiary to take control. "In retirement I forced my wife to women's bridge clubs and almost to societies like Clothe the Animals," he remarked. "So when Emil Schnellbacher suggested I come here, Mrs. Stahl and I did everything but give up chocolate and cigarettes."

Stahl has tried golf. "I am a perfectionist so I stopped." But this whirlwind U.S. salesman has one hobby. He carries America's message like Paul Revere, as energetic as a carnival barker with live ones in front, to the heart of industrial Europe. Once in India and again in the Philippines he was national ping-pong champion, a game to trim the waist by stooping for balls, but appealing to most sports lovers because it is unnecessary to leave the lounge to play.

The Milan center has two shows behind it. Franklin D. Roosevelt, Jr., who opened the first one in January, has long since departed. The receptions are over, dishes and glasses washed, and out here at the Milan Fair Grounds, a dare-devil 20 minute taxi ride from the city's center, business is brisk.

Stall is a word not unusual in government or in business. Spelled Stahl, in Milan at least, it has meant dash and spirit.

# U.S.-Mexican trade rise reflects upswing south of the border; new import controls are enacted

## International consortiums invited to furnish development capital; several U.S.-affiliated firms start work on new plants, outlets

The Mexican economy entered 1964 on an encouraging upswing, and observers expect its 1964 performance to top 1963's encouraging record. Trade with the U.S. made substantial gains in both directions, during the year and U.S. subsidiaries began work on several industrial projects.

Imports declined to $97.3 million in November, but exports rose to $84.6 million. For the first 11 months of 1963 imports were up 8% to $1,125 million and exports of $843 million were 3% above the same period of 1962.

Imports for the first 11 months from the U.S. increased 9% to $775 million; exports to the U.S. were up 6.5% to $536 million.

During December import licensing requirements for products from all countries were extended to windmill parts, parts of motors and generators, dolomite and similar minerals, automotive passenger sedans of more than 4 doors, automotive engine blocks, flour-packaging machinery, refractory earths and clay, glass-making machinery, skimmed powdered milk, and casein.

Import licensing requirements for all countries except those of the Latin American Free Trade Association (LAFTA) were extended to oilers and pressing and stretching equipment for laundries and dry-cleaning establishments. Import licenses were extended to cover casein and iron and steel couplings imported into all free zones, and to coated copper wire imported into the free zone of Lower California and Sonora.

Export licenses were eliminated for zinc sheets.

### New duty

The budget law for 1964 applied a new 10% duty to imports in 186 tariff classifications. Imports from LAFTA countries are not affected. The proceeds from the tax will be used to promote exports of manufactured goods.

**Sources**

**Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.**

**Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.**

**Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.**

The Inter-American Development Bank (IDB) announced 2 new loans to Mexico. A $20 million credit will help finance a $112 million project for irrigation and drainage systems and roads in the Huamuchil Valley of Sinaloa. A $2.1 million loan to the Nacional Financiera will be used for the modernization program of the National Agricultural School at Chapingo and the Department of Agriculture program for coordinating agricultural research, extension and education.

Operation of the supervised agricultural credit program with Agency for International Development (AID) participation was accelerated in the latter part of 1963. Over $1 million in loans have been made. The loan disbursement period has been extended through 1964 because the program got under way slowly.

Telefonos de Mexico, S.A., the private company which supplies about 95% of Mexico's telephone service, announced that it had been granted foreign credits totaling $19 million to purchase equipment in Europe. The credits came from commercial banks in Paris and Brussels and will be used in connection with the company's five-year expansion program.

### Industrial developments

An international consortium and Mexican interests will provide $15 million in financing for the heavy equipment producer Industria del Hierro de Mexico, S.A., at Queretaro. The Secretary of the Treasury indicated approval of the consortium method of raising funds for private enterprise in world capital markets, and stated that this method will be used more extensively in the future.

Sears Roebuck de Mexico, S.A. de C.V., opened a new store in the Lindavista area of northern Mexico City on January 15, closing at the same time a smaller store in the same area. Sears operates 5 retail outlets in Mexico City and 15 throughout the country.

Chrysler, Ford and General Motors pushed their programs to erect engine plants in areas near Mexico City. The President of General Motors Corporation visited Mexico for a ceremony inaugurating construction of an engine plant and foundry near Toluca. The $32.7 million facility will produce Chevrolet and Opel motors.

The fall trend of generally good business continued through December improving with the payment of year-end bonuses by government and business. Department store sales were slightly better than December 1962, with apparel showing the greatest increase.

Toys, sporting goods, and home furnishings were better than the average for all lines—appliances the weakest. Cement, chemicals, textiles, medical equipment, and iron and steel reported good increases over December 1962. Automotive assembly plants worked at near capacity after production quotas for 1964 were issued by the Government.

### Optimism

The financial and business community remained optimistic over the 1964 outlook. A spokesman for the National Bank of Mexico, Mexico's largest commercial bank, estimated that the 1963 growth in gross national product was 6.2% (4.8% in 1962) and that it would exceed 7% in 1964. New highs in agricultural and industrial production were forecast. At year's end the index of 11 industrial stocks was 96.2, an increase of almost 20 points above 1962.

Following the November announcement of the increased guarantee price of corn, and the December announcements of new minimum wage levels and a profit sharing formula, both effective in 1964, government officials and businessmen expressed some concern that general price rises might result. The Department of Industry and Commerce announced that price ceilings would be maintained on 12 basic cost-of-living items unless increased production costs warrant adjustments.

### New legislation

Year-end legislation exempted minimum wages and employee participation in profit-sharing from the income tax and created "Housing Certificates," which make low interest rate bank credit available for the purchase of household goods and for the purchase of a house or apartment by an occupant. The certificate is coupled with a life insurance policy.

The law governing investment organizations was modified to limit concentration of ownership and to diversify the use of investment funds. Measures tightening control over decentralized agencies of the Government and companies with State participation were enacted to orient such entities toward the Government's economic and social development programs.

New minimum wages for the various wage zones of the country (revised biennially) were announced in December. The new minimums represent an average increase of about 20%. The new daily minimum in the Federal District is 21.50 pesos (1 peso equals 8 cents).

The Bank of Mexico issued regulations covering guarantees for selected housing credits by deposit and mortgage banks through the Banks' Housing Guarantee Fund. The guarantees are limited to loans for the purchase or construction of individual housing not exceeding $4,400 in value. The loans are to be amortized over 10 years or more and the annual interest charge cannot exceed 9%. The regulations do not apply to group housing.

## Nut quota opened

Germany has established a quota on the import of canned roasted and salted peanuts and/or cashew nuts, in containers, with the weight of the contents less than 11 pounds.

Applications may be made until the value limit ($50,000) is reached but not later than June 30. Import licenses are valid for six months.

# Libyan exports exceed imports for 1st time; U.S. trade rises

**Already bustling economy got added boost in 4th quarter '63; U.S. sales consist mainly of finished goods and machines**

Libya experienced its first trade surplus in history when her growing petroleum industry spurted exports ahead of imports during 1963.

The high level of Libyan business activity during the entire year 1963 gained new momentum during the fourth quarter from a spate of tenders issued under the Five Year Plan.

These tenders covered a variety of projects attractive to international contractors and suppliers, including roads, sewage systems, port reconstruction, housing, and electric power stations. Largest of these projects was the $11.2 million Benghazi sewage system, although additional tenders expected in the near future may be of equal magnitude.

For U.S. firms hoping to participate in the Libyan development plan, the most significant recent development was the Libyan Government's adoption of a registration system for consulting engineering firms qualified to assist with development projects. While details of the registration procedure may still be subject to some modification, U.S. professional firms are urged to register as soon as possible. Applications can be addressed to the Ministry of Planning and Development.

### New port planned

A new port and pipeline highlighted petroleum industry developments. The new port is planned by Mobil Oil at Ras Lanuf to handle petroleum exports now being channeled through the Oasis Company system at Ras es-Sidr. The new pipeline will be built by Mobil and Oasis. In mid-October, Oasis brought the Samah field into its pipeline system, thus adding to total Libyan exports.

Foreign trade statistics for the 9-months from January to September confirmed the trend towards substantial surplus evident in the earlier months of the year. The merchandise account surplus, which stood at $22.4 million by the end of June, climbed to $71 million, as exports reached $245 million while imports stood at $174 million. Crude oil accounted for all but $2.8 million of the exports, with Britain, Germany, Italy and France providing the markets for over four-fifths of Libya's petroleum exports. Peanuts valued at $1.5 million ranked second in the export statistics, and animal skins ($532,000) placed third.

Imports reached a new record, achieved despite increased duties on preserved foodstuffs.

Libya remained a target for sales efforts by other nations and has continued to seek both markets and suppliers. Twenty-one countries and 115 commercial firms had confirmed reservations for display space at the third Tripoli International Fair, which will be open until March 20.

Libyan imports from the U.S. amounted to $35.5 million during the first 9-months of 1963, while exports totaled $12.5 million, acording to Libyan statistics. These figures compare with $39.9 million for imports and nearly $11 million for exports for the entire year 1962. In 1961, when petroleum exports had not started, Libya sold goods worth only $356,000 to the U.S.; purchases from the U.S. totaled $28.5 million.

Libyan imports from the U.S. consist mostly of manufactured goods, machinery and transport equipment, including oil field equipment, motor vehicles and parts, electrical equipment, and parts and accessories for miscellaneous machinery.

## Ghana adds new products to open general license

A Ghanaian government measure has been taken to increase the number of products that may be admitted under Open General License.

Products affected by the measure include various types of books, most office and stationery supplies, animal feeds, margarine, fishing gear, fertilizers, rails and railway track construction materials, medicinal and pharmaceutical products, and various types of cleansing and polishing preparations.

# Planned Mindanao steel mill spurs Philippine economy; about 900 U.S. firms likely to get orders

## Ability to make finished steel goods will increase self-reliance; southern complex will provide industrial base outside Manila

By KENNETH A. GUENTHER
*Far Eastern Division, OIRE*

A Philippine airline plane departed Cagayan de Oro, Mindanao, the Philippine coast of gold and present center of the thriving Philippine pineapple industry, and flew east, first across hilly land and then over a long curving bay lined with coconut trees.

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After approximately an hour's flight, a yellow-white flour mill appeared on the horizon quickly followed by the outline of a city. In the bay numerous Japanese ships loaded recently cut logs that will be processed into plywood and veneers by Japanese mills.

Flying over the city and then upcountry for 15 more miles, the plane landed at a little and almost deserted airport displaying a large sign of welcome. This was the beginning of a journey to an important and growing industrial area of the Philippines—an expanding market for U.S. goods and services. The name of the city—Iligan.

This city figured prominently in recent negotiations for a $62.3 million Eximbank development loan that were successfully concluded on January 22. The agreement called for the Bank to help finance construction of a $116 million major steel mill at Iligan.

### Profound effect

This mill, scheduled initially to produce 230,000 tons of finished products a year, will have a profound effect on the Philippine economy. It is one of the major goals of President Macapagal's Five-Year Socio-Economic Plan, and will give a significant boast to U.S. exports of goods and services to the Philippines by generating a large volume of orders for steelmaking equipment to as many as 900 U.S. manufacturers and suppliers.

The steel mill will have a major impact on the Philippine economy. Presently, the Philippines export iron ore, primarily to Japan, and import in turn almost all iron and steel requirements valued at approximately $50 million annually. With the construction of the steel mill, Philippine iron ore will be processed locally into the finished iron and steel products needed by Philippine rolling mills and industry.

Construction and operation of the steel mill, which will be the largest single industrial enterprise in the Philippines, will draw labor and capital to Iligan and create a second industrial base outside of the Manila area.

The Port of Cebu, which presently serves as the transhipment point to Iligan and other ports in northern Mindanao, is beginning a significant harbor expansion.

### Power development

Further development of the rich hydroelectric power resources of the Iligan area are already underway to meet rising demand.

Presently inadequate transportation facilities for the movement of iron ore, limestone, coke and coals to Iligan and finished iron and steel products from Iligan to other points in the Philippines will have to be expanded.

Except for the recently inaugurated rolling mills on Bohol, most of the Philippine rolling mills are located in the Manila area. Manila, as the market center of the Philippines, utilizes much of the steel products presently imported into the Philippines. Additional rolling mills will probably be established, and the major Philippine tinplate producer has already laid plans to this effect.

Thus in addition to an increased market for U.S. goods and services that will follow the construction of this major steel mill, excellent opportunities for U.S. equipment sales will be created in the secondary industries affected by this development. New requirements will develop for equipment for rolling mills, transportation equipment (including heavy trucks, locomotives and vessels), road building equipment and power generating and transmission equipment.

The economic advantages of Iligan as a site of this integrated steel mill are not immediately apparent. To discover these advantages one must travel out of the city into the jungle, where a few years back only the sound of a magnificant waterfall was heard. Today the water of the Maria Cristina Falls is increasingly being utilized—two 25,000 kw. generating units are operational and the construction of a new 50,000 kw. generating unit is underway with World Bank assistance. Plans for additional generating units are being considered.

### Cheapest power

The hydroelectric power generated at Maria Cristina Falls is the cheapest in the Philippines. This cheap power in turn has already attracted a sizeable industrial complex including a calcium carbide plant, a large fertilizer factory, a cement plant financed in part by U.S. Government AID loan funds, a flour mill which supplies the needs of the southern islands, a blast furnace that melts down scrap into ingots and a small steel rolling mill producing bars and rods.

Other industrial development plans of the Iligan area include the construction of the first polyvinyl chloride plant in the Philippines, and the possible construction of an aluminum smelter.

The planned construction of this integrated steel mill at Iligan is indicative of the accelerated development of intermediate and basic industries.

In the recent past, Philippine licensing and exchange controls directed Philippine economic growth towards industries engaged in the later stages of processing imported raw materials (assembling and packaging industries). The lifting of these controls combined with the devaluation of the peso has substantially raised peso costs of imported raw materials, making the utilization of locally available raw materials more attractive.

Thus, since decontrol and devaluation, a larger percentage of new investments has been flowing into industries that are technically more complex and have larger capital investment requirements.

The Philippine Government has been endeavoring to develop an investment policy which would attract foreign capital to these basic and intermediate industries in cooperation with domestic capital. Given the shortages of domestic capital, the Government has stated that insistence on Filipino control in some of these new capital intensive enterprises would be injurious to Philippine industrialization efforts at this time.

# Demand rising in U.K., Germany for industrial safety equipment; Trade Center displays scheduled

## Surface of potential market in U.K. is barely scratched; German industry seeks better conditions for its employees

Sales of industrial safety equipment in the United Kingdom now total more than $62 million annually for some of the more standard items. Surface of the potential market, however, has scarcely been scratched.

And in West Germany, where over 26 million persons work under strict industrial safety regulations, industry seems willing to pay for the costs of greater safety and more healthful conditions for its employees.

A chance for U.S. manufacturers of industrial and mine safety equipment to enter the market in both countries will come this summer at Trade Center shows in London, July 9-17, and Frankfurt, Aug. 12-20.

### Accidents in U.K. rise

The increasing trend of industrial accidents in the United Kingdom has given a boost to the market, and interest in utilization of safety equipment is growing on the part of employer, employee and the government.

In this highly industrialized nation with roughly 25 million persons employed, 9 million of whom are working in the manufacturing industries, recorded industrial accidents exceeded 161,000 in 1961.

The market for U.S. products in the U.K. is considered favorable, especially in view of the wide range of safety equipment which U.S. manufacturers have to offer. In addition to many specialized items, the standard lines often have advantages of style, color and comfort combined with advanced safety design.

The Trade Center show in London will coincide with the 4th World Safety Congress and the INTERSAF exhibition sponsored by the Royal Society for the Prevention of Accidents. All these activities, to be held in London, are expected to attract numerous safety engineers and safety officers from industry, education institutions and governments. Delegates to the Congress alone will total 750 from 65 countries.

**Additional details about shows scheduled for U.S. Trade Centers overseas is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.**

Equipment to be emphasized at the Trade Center show will include safety equipment for the personal protection of the worker from industrial accidents—especially protective clothing, safety shoes, goggles, shields, respirators, gloves, headgear, instrumentation for detection and sampling of hazardous atmospheres, fire and rescue equipment, machinery safety guards and lineman's equipment.

Eye protection is another field currently expanding in the U.K. An estimated one million eye injuries are expected to occur in the next five years.

### Germans seek newer types

The German market offers good sales opportunities for safety equipment of U.S. manufacture, especially in the newer types of devices. Import duties are unlikely to be a serious handicap to sales of U.S. safety appliances which meet genuine industry needs.

An estimated 10 million employees in West German industry need industrial safety devices. In 1961, the amount per worker spent on such devices was estimated at between $2.50 and $7.50. The market could thus annually absorb an average of $50 million worth of safety appliances.

The accident rate in Germany is considered high, with 18.3 million insured persons in trade and industry recording 2.4 million on-the-job accidents in 1961.

Sales opportunities for U.S. firms exist in the following product lines:

Slip-resistant floor coverings, measuring devices, alarm systems, warning devices, dust-collecting equipment, suction devices to remove smoke and gases from industrial plants, air-conditioning equipment, noise dampening devices, protective appliances and shields against radiation and contamination.

Demand for these products is expanding rapidly, while domestic producers are only beginning to develop the equipment. Major purchasers of industrial safety devices are the mining industry, iron and steel mills, metalworking plants, quarries, chemical plants and the construction industry.

Prospects for export sales of the more traditional types of safety equipment, including protective clothing, are not encouraging. The market is adequately supplied by domestic producers and demand is not greatly expanding.

## International home show to take place in Tokyo

More than 500,000 potential customers are expected to attend the 1964 Tokyo International Home Show, to be held May 3-10 in the Harumi Pavilion.

U.S. firms are invited to display their products at this event—provided the product exhibited and demonstrated is for use in the home or by the homemaker and family. The product must also be unique to the Japanese consumer market.

The show last year, held Aug. 20-25, was recently called successful by all expectations. A total of 46 exhibition booths were used, with 10 U.S. firms having displays. There will be 500 booths this year.

The Show is sponsored by Asahi Shimbun, one of Japan's largest newspapers, with the co-operation of United Overseas Corp., 1729 H St., N.W., Washington, D.C.

## Central African trade fair to be held in Bulawayo

The management of the Central African Trade Fair, to be held April 23-May 2 in Bulawayo, Southern Rhodesia, has invited visiting U.S. buyers, sellers and members of trade missions to visit the fair.

Additional information is available from the fair management, P.O. Box 3384, Bulawayo.

# Padua international trade fair set for late spring; U.S. firms invited

## U.S. consul in Trieste to operate Business Information Center; business proposals invited from firms planning to participate

The 42nd annual International Trade Fair of Padua, the commercial center of northeast Italy, will be held May 31-June 14.

Special emphasis will be placed on products relating to packaging, cold storage, equipment for public services, materials handling, painting.

A general samples fair open to the public, the 1963 fair attracted 1,135,000, with firms of 47 countries participating. Principal interest in 1963 centered on building machinery, supplies and equipment, wood working machinery, agricultural machinery, and hotel equipment.

The U.S. Consul in Trieste will maintain a Business Information Center (BIC) in a pavilion devoted exclusively to business centers. These offices are facilities operated by the Foreign Service and supported by the Department of Commerce to assist U.S. firms in locating prospects.

They also serve as temporary offices and information centers for U.S. exhibitors with catalogs and product samples.

Participating firms must submit business proposals, which are brief replies to the following questions:

- What product or services do you wish to offer or sell?
- What arrangement do you offer—agency or distributorship, licensing or joint venture?
- Do you desire to give exclusive representation?
- What type of firm is qualified to handle your product?

Prospective exhibitors may obtain Form IA-57, a registration form for U.S. firms interested in foreign trade or investment, from local Department of Commerce Field Offices. Before March 25, applicants should return the completed form, 25 brochures or catalogs, the business proposal (and a 35-word summary of it) to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230. This material will be forwarded free to the fair.

AT FRANKFURT CENTER: An unidentified exhibitor at the recent electronic components show confers with Thomas G. Wyman (left), Deputy Assistant Secretary for Domestic and International Business, and Eugene M. Braderman (center), Director, Bureau of International Commerce. Sales were $480,000.

# Food processors to sell products at Tokyo Center

## Corned beef, sausage and ham becoming popular with Japanese

Twenty-two U.S. firms from 14 states will display and sell food processing equipment at the U.S. Trade Center in Tokyo April 14-May 1.

This will be the sixth show sponsored by the Department's bureau of International Commerce since the Tokyo Center opened last April. U.S. Trade Centers—now located in London, Frankfurt, Bangkok, Milan and Tokyo—are a part of the government's effort to assist U.S. manufacturers in selling around the world. In 1963, $25 million worth of U.S. goods were sold through Trade Centers.

Each Center holds six to eight shows of related products each year with each show preceded by a detailed market survey to determine whether a demand exists for the specific product line.

The market surveys conducted in Japan for the food processing equipment show reveal a radical westernization of Japanese tastes to new foods such as corned beef, sausage and ham. To meet the demand, the Japanese food processing industry is modernizing, with a substantial part of its machinery requirements coming from imports—$9.3 million worth of equipment imported in 1962.

Leading buyers, agents and distributors throughout Japan will be issued invitations to the show. The U.S. exhibitors will demonstrate a variety of products new to the Japanese market, including a potato starch processor, nylo-matic egg washer, donut machine and automatic sausage linking machine.

# U.S. refrigeration equipment displayed at Center in Milan

### 142 attend opening on March 1; exhibitors report good contacts

Products of 28 U.S. manufacturers were featured as the air-conditioning and refrigeration-equipment show March 1 to 7 at the Trade Center in Milan, Italy.

Despite balmy weather attracting many Italians to the countryside, the opening day attendance (see photo at right) totaled 142 visitors—mostly in a visiting instead of buying mood.

However, several exhibitors reported good initial business contacts expected to develop into other sales and agencies, the U.S. Consulate General in Milan reported. Major attractions were auto air-conditioners, water coolers and reverse cycle air conditioners.

Attitude of the 28 exhibitors, reported the Consulate General, was reflected in the statement of E. A. Rapp, vice president of the Thermal Engineering Corp.

"There was a big increase in interest in air-conditioning products and especially in the large commercial and industrial-type apparatus. One doesn't expect to find such interest in a country just getting into the air-conditioning industry. This indicates a good stage of development and promises excellent prospects for the marketing of big machinery in Italy."

The Trade Center showing coincided with the 5th annual Italian specialized trade exhibition for heating, air-conditioning and refrigeration equipment in Milan.

A report on the market in Italy for air-conditioning and refrigeration equipment appeared in INTERNATIONAL COMMERCE, Jan. 20, page 8.

## Budapest agricultural fair scheduled in late summer

U.S. firms are invited to exhibit at the Aug. 26-Sept. 20 Budapest Agricultural Exhibition and Fair.

The Legation in Budapest recently reported that U.S. commercial firms are finding an increasing market for seeds, farm machinery, drying equipment, and integrated plants for raising poultry and pigs.

# 'E' tally well over 450 with airfreight line, bank and trade club named winners

**Manufacturers of scientific and electronic instruments, business machines, specialty inks, aerospace or welding equipment are also cited for their hard-hitting efforts to increase export sales**

By helping other U.S. firms develop their international trade, one company, Seaboard World Airlines, increased its own airfreight shipments to Europe and recently won an "E-for-export" award as well.

The New York air-cargo line was one of 10 American organizations—including manufacturers, an international trade club, a commercial bank and an engineering firm—which have now joined the more than 450 other winners of President Johnson's export award.

Under Secretary of Commerce Franklin D. Roosevelt, Jr., presented an "E" award to Seaboard's president, Richard M. Jackson, in a Washington, D.C., ceremony on March 3d.

Later in the day, a dinner session of the 27th Chicago World Trade Conference was the setting for another "E" ceremony as Governor Otto Kerner of Illinois presented awards to 5 winners of that state (see photograph).

Recognition came to 4 California firms on March 6th in Los Angeles. At a Regional Export Expansion Council meeting there, Secretary of Commerce Luther H. Hodges presented the Presidential "E" awards to officials of Consolidated Electrodynamics Corp.; Formulabs, Inc.; North American Aviation, Inc. and the Ralph M. Parsons Co.

- Coleman Instruments, Inc., Maywood, Ill., designs and manufactures scientific instruments and apparatus.

At a year-end marketing review in 1958, this small firm discovered that after 25 years of operation its export sales were on a plateau and in danger of disappearing entirely.

Taking a gamble, the firm called a 12-day seminar of its 11 largest overseas dealers at its own expense. The seminar was "highly successful . . . we learned as we taught," commented Coleman's president. Based on this knowledge, an aggressive sales program was launched.

- Consolidated Electrodynamics Corp. of Pasadena, Calif., a subsidiary of Bell & Howell, manufactures electronic instrumentation.

Export sales have climbed steadily as the firm developed and introduced new products, established overseas subsidiaries, and conducted specialized training courses.

- First National Bank of Chicago established offices in London and Tokyo in order to expand its services.

A finance corporation was set up to grant long-term credit to subsidiaries of U.S. firms and a banking corporation, in New York City, serves as a complete international banking service.

- Formulabs, Inc., of Escondido, Calif., manufactures quality ball pen inks and specialty inks for industry. In a 10-year span, the firm has developed good markets in Europe, Latin America, Japan.

A vigorous personal selling program by company executives overseas has been largely instrumental in enlarging trade.

- General Binding Corporation of Northbrook, Ill., produces business machines for paper-handling systems. In order to build export sales for its equipment, the company first had to establish overseas manufacturing plants to produce necessary supply items for its plastic-binding and laminating equipment. Plants are now located in Europe, Mexico, Canada and Japan.

- International Trade Club of Chicago has as its primary purpose the development of international trade activities of the U.S. with the emphasis on exports. It has conducted a broad and specialized program of marketing services to area industry and business.

During the 25th Chicago World Trade Conference in 1962, it was the prime mover in introducing a series of successful workshop seminars.

- North American Aviation, Inc., of El Segundo, Calif., designs and manufactures military, aerospace and atomic-energy equipment and overseas sales have been expanding steadily. Company products are "sold" principally on the basis of the excellence of the firm's research and engineering.

- Ralph M. Parsons Co., Los Angeles, Calif., offers complete overseas engineering and construction services to foreign governments and private firms.

About 11 years ago, Parsons designed and built a petroleum refinery for Turkey—its first overseas industrial project.

The company has steadily enlarged its overseas activities, exporting the technical capabilities of its 1,500 engineers, architects, scientists and technical administrators—together with heavy exports of equipment and materials from many U.S. subcontractors.

- Sciaky Bros., Inc., is a Chicago, Ill., manufacturer of fusion, electron-beam and resistance welding equipment. It is represented on 6 continents with 37 representatives. Service engineers go overseas to install equipment, train personnel and assist with technical problems.

- Seaboard World Airlines, Inc., of New York City, is a trans-Atlantic airfreight line—flying entire planeloads of machinery, livestock or wearing apparel to Europe.

The airline offers a free marketing "package"—particularly to new and potential customers—which provides everything but the actual manufacture and overseas sale of U.S. products.

Many of the firms Seaboard has introduced to exporting now make global sales. One example is Super Mold Corp. of Lodi, Calif., which recently won an "E" award after Seaboard introduced the firm into overseas markets.

CHICAGO 'E' LINE-UP: Officials of Illinois organizations pose with Governor Otto Kerner after recent ceremonies at 27th World Trade Conference. Shown are David Sciaky of Sciaky Brothers, Inc.; William Lane of General Binding Corp.; D. P. Crane of Coleman Instruments, Inc.; Governor Kerner; Herbert V. Prochnow, president, First National Bank of Chicago; and Robert E. Oscar, president, and Robert H. McGorrin, past president, International Trade Club of Chicago, the Conference cosponsor.

# U. S. Government Actions

## Two traders denied all export privileges

### Denial orders issued; licenses to receive U.S. exports revoked

Two foreign traders—in Austria and Denmark—have been denied all U.S. export privileges for an indefinite period.

Josef Cremer, trading as J. Cremer, Export-Import, Vienna, and Lars Christensen, export-import trader of Copenhagen, were the subjects of the two denial orders issued by the Bureau of International Commerce.

The complaint against Cremer involves his disposal of U.S.-origin strategic electronic equipment and other commodities to Soviet Bloc recipients. This latest order supplants a temporary denial order issued last December whose terms are continued in effect.

It is based on Cremer's failure to supply information concerning his operations, including dealings with other parties, involving the diversion, transshipment and reexporting of strategic electronics equipment and disposal of the other commodities. The temporary order was invoked to prevent Cremer from obtaining additional U.S. goods. His export licenses were cancelled at the same time.

Christensen's privileges were taken away for failure to furnish information in connection with the suspected diversion to Hungary of a shipment of divinyl benzine, a chemical, received from the U.S.

The denial order is applicable both to commodities and technical data.

In this case, action was taken after the Export Control Investigation Division was unsuccessful in seeking information from Christensen about the questioned transaction.

Both Cremer and Christensen may seek hearings for relief.

## Tariff Commission hearing

The Tariff Commission has scheduled a public hearing March 31 in connection with an investigation into vital wheat gluten imports from Canada.

The hearing will be held at 10 a.m. in the Hearing Room, Tariff Commission Building, Washington, D.C. Parties wishing to appear and be heard should notify the Secretary of the Commission in writing at least three days in advance of the hearing date.

## Development loan to help Tanganyikan road system

A development loan announced by the Agency for International Development will enable Tanganyika to purchase metal pipes and pipe arch culverts in the U.S. for 1,800 miles of Tanganyikan roads.

The entire loan of up to $850,000 will be used to improve existing feeder roads to make them usable in all weather and thus expand marketing of farm products. The loan is the ninth made to Tanganyika under a 1961 commitment of $10 million in loan support of the country's three-year development plan.

The loan is repayable in dollars in 40 years, including a 10-year grace period. Having been authorized, the loan is now subject to detailed negotiation leading to a formal agreement and ultimate disbursement.

## Lard shipped to Cuba needs export license

The Department of Commerce has announced removal of lard from the list of commodities now under general export license to Cuba. Until further notice, any exports or transshipments of lard from the U.S. will require a validated license to be shipped to Cuba.

## Pakistan, U.S. amend Food for Peace pact

A Food for Peace agreement between Pakistan and the U.S. has been amended to finance the sale by U.S. suppliers of $8,760,000 worth (including certain ocean transportation costs) of dairy products.

The new program provides for about 28.6 million pounds of nonfat dry milk worth $2 million; about 12.7 million pounds of sweetened condensed and evaporated milk worth $2.33 million; about 6 million pounds of dry whole milk worth $3.37 million; and $1.06 million for ocean transportation.

Financing will be from funds provided in the Title I, Public Law 480 agreement of October 1961.

Purchase authorizations will be announced later.

## Sudan to purchase U.S. wheat, flour

### Food for Peace agreement to meet 1964, 1965 import needs

The U.S. and Sudan have negotiated a Food for Peace agreement to provide wheat and flour to meet Sudan's import needs for 1964 and 1965.

The agreement, negotiated under Title I, Public Law 480, provides for sale of $13,240,000 worth (including certain ocean transportation costs) or about 6.2 million bushels of U.S. wheat and flour (in wheat equivalent) for Sudanese pounds. A total of $6.18 million worth will be purchased in 1964 and $7.06 million worth in 1965.

Of the Sudanese pounds received in payment for the wheat and flour, 65 percent will be used for purposes contributing to Sudan's economic development. Of this amount, 35 percent will be loaned to the Sudan for economic development programs and 15 percent will be made available for development on a grant basis. Fifteen percent will be set aside for loans to U.S. and Sudanese private enterprise for economic investment.

These programs will be administered by the Agency for International Development. The remaining 35 percent of Sudanese pounds will be set aside for U.S. uses.

Signing of the multi-year agreement brings the total value of agreements with Sudan to $23.8 million. More than 1.7 million bushels of wheat and 125 million pounds of flour—a total of 4.6 million bushels in wheat equivalent—have been shipped under previous agreements. Sales will be by U.S. private traders.

## Liaison officer named

Walter J. Rielley, a former Massachusetts industrialist and for the past two years a member of the Industrial Mobilization staff, Business and Defense Services Administration (BDSA), Department of Commerce, has been named Association Liaison Officer.

The Liaison Office acts as a bridge between the Government and the business community as represented by trade and professional associations. Its facilities are available for channelling to these groups economic materials developed in the Government.

# Belgium establishes mark-up formula for appliances, radios, television sets

**Ministerial decree applies regulations to mark-ups on domestic, imported products; copy available from Commerce Department**

Mark-ups on electrical household appliances and radio and television sets are now regulated in Belgium.

A ministerial decree applying to imported as well as domestically-manufactured products establishes a formula for calculating the spread between a Belgian manufacturer's or importer's cost and the retail price for these products.

Besides encompassing all small electrical household appliances, the decree governs major electrical appliances such as dishwashers, automatic washers, air-conditioners, water heaters, mangles and clothes pressers, and sewing machines, heads and cabinets. Electrical installation and lighting equipment is excluded from the scope of the new decree.

The appliances subject to the new decree cannot be sold to the consumer at prices higher than the maximum price established by the price structure formula, or the price approved or allowed by the Ministry of Economic Affairs and Power when that price is less than the price derived through the structure formula.

### Three categories given

The appliances subject to the decree have been grouped into three categories, based on the applicability of luxury or transmissions taxes, to determine maximum prices.

Group I includes television and radio sets, phonographs, sound reproducers (except dictaphones and transcribers), cabinets, tubes, speakers, needles and sapphire points, turntables, playing heads and pick-ups, all of which are subject to the luxury tax.

Group II comprises washers and driers not over 10 kg. capacity vacuum cleaners, floor waxers, water and bath heaters, coffee grinders, shavers, irons, waffle irons, mixers, toasters, fans and ventilators with ⅙ hp. motors or less, dishwarmers, refrigerators not over 2 cubic meters exterior volume, household water pumps, electric blankets, cushions, footwarmers and carpets fitted with thermal devices, and other electromechanical or electrothermic appliances not weighing over 15 kilograms, all subject to the lumpsum transmissions tax.

Group III has electric stoves, hotplates and portable stoves, radiators and similar heating devices, refrigerators over 2 cubic meters exterior volume, freezers, household sewing machines and heads and cabinets thereof, apparatus for recording and reproducing sound, and other appliances subject to the ordinary, or cascading, transmissions tax.

Special forms must be filled out by domestic producers and by importers showing the derivation of the maximum price allowed for each item by make and model.

A copy of the law in French and Flemish, as well as copies of the special forms, is available in the European Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C.

## Singapore sets quota on television aerials

Import licenses for the importation of Television Aerials (Antennae) will be issued on a restrictive quota system by the Government of Singapore.

The quota will be based at the rate of 30 percent of an applicant's imports of television aerials (antennae) into Singapore for the period January to September, 1963. Quotas will also be issued to those who imported television sets with aerials.

Imports will only be permitted against such licenses and quotas will not be issued to those who imported television sets only. Applications for import quotas must be accompanied by documentary evidence of imports for the January-September period, the duplicate (Customs) copy of relevant inward declarations serving as proof. Import licenses for television aerials issued prior to this date are no longer valid unless letters of credit have been established for them. Special procedures apply to shipments from the States of Malaya (former Federation of Malaya).

## Import duties revised by Iraqi Government

The Government of Iraq has announced a substantial number of customs changes in the schedule of import duties.

Import duties have been eliminated or reduced on live animals, poultry, vegetables, edible oils, and grains. At the same time, duties have been increased on beer, wines, silk textiles and manufactures, and a large number of luxury items.

Goods which are of particular interest to U.S. exporters and their present rate of ad valorem duty, except as noted, (with previous rates shown in parentheses) are as follows:

Wheat, rye, barley, oats and maize, free (2 fils per kg.); wines, ID2 per liter (1/500 per liter); beer, 350 fils per liter (150 fils per liter); silk fabrics, ID2/800 to 6/250 per kg. (ID2/250 to 5/500 per kg.); self-contained air conditioners, 60 (25); other air conditioning machines, 35 (25); domestic refrigerators of an external volume not exceeding one cubic meter, 40 (30); domestic and laundry type washing machines, wringers and mangles, 40 (30); electric heaters, 50 (40), electro-mechanical domestic appliances with self-contained electric motors including vacuum cleaners, 70 (40); TV sets, 80 (40); other TV sets with attached gramophone, radio or recorder unit, 35 (25); radios, 80 (40), motor vehicles designed for transporting 10 passengers or less and weighing 1,750 kilograms or more, 85 (75); motor vehicles for transporting 10 passengers or less and weighing less than 1,750 kg., other than cars allocated by the High Supply Committee for general transport purposes, 75 (60), clocks, watches, cases and parts, made of precious metal, 100 (60); and other articles made of precious metals, 100 (60).

Further information on specific commodities may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

One Iraqi Dinar (ID) equals US$2.80; 1000fils equal 1ID; 1 kilogram equals 2.2 pounds.

## Egg products' levies reduced by Germany

Germany has reduced import levies on egg products used in pasta products effective retroactively to last December 1, and valid until June 30.

Present total levies on egg products in Deutsch marks per 100 kilograms are as follows:

(Old levies in parentheses): 04.05-B-I-a-1 eggs without shell, edible, dried 381.66 (520.66); 04.05-B-I-a-2 eggs without shell, edible, fresh 61.04 (98.04); 04.05-B-I-b-1 egg yolk, edible, dried 238.93 (380.98); 04.05-B-I-b-2 egg yolk, edible, fresh, preserved 172.22 (245.22). (1 Deutsch Mark equals US$.25.)

# Common list of food preservatives adopted by EEC

### New regulations designed to harmonize member state laws

The Council of Ministers of the European Economic Community (EEC) has adopted regulations designed to harmonize Member State laws concerning preserving agents permitted in food for human consumption. (INTERNATIONAL COMMERCE, March 11, 1963, p.21; April 8, 1963, p.22).

The directive establishes a common list of preservatives used to protect foodstuffs against deterioration by microorganisms. In the preparation of this list, considerations of health protection, consumers' protection against fraud, and economic and technological requirements were kept in mind.

In the case of certain preservatives the Member States can maintain provisions of their own legislation for a period of not more than three years from last November 6. The present directive contains stipulations on smoke-curing and on the labelling of preservatives.

**For details . . .**

**Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.**

The directive, however, does not affect the provisions of national legislation on products which are also used as foodstuffs (vinegar, sugars, edible oils), products used for the casing or coating of foodstuffs, products used to combat organisms harmful to plants and vegetable products, products used to destroy microbes in drinking water, and antioxidants.

The directive applies equally to imported preservatives and foodstuffs but it does not apply to preservatives and foodstuffs intended for export outside the Community.

Member States must amend their legislation by November 6 to align it with this directive and must inform the Commission as soon as this has been done. The amended legislation will apply to products marketed in the Member States two years at the latest after the date of notification.

Copies of this directive are available in French from the European Division, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

## Venezuela publishes industrial standards

The Venezuelan Government Commission of Industrial Standards (Comision de Normas Industriales—COVENIN), has provisionally approved standards for certain products.

These standards were published in Gaceta Oficial Extraordinaria No. 893 of January 23, and pertain to threaded surfaces, transmission belts, conveyor belts, textile dyes and ink, mercerized textiles, methods to determine weight and irregularities of textiles and classification for secondary voltage electrical systems.

Persons wishing to make objections or suggestions with respect to these standards may communicate with Ministerio de Fomento, Secretaria de la Covenin, Torre Sur-Centro Simon Bolivar, Sexto Piso, Caracas. The Spanish texts of these standards may be reviewed in the American Republics Division, Bureau of International Commerce.

## Danish Government offers further import liberalization

The Danish Government has announced the liberalization of imports of a number of vegetable and fruit items, granite, crushed and broken stone and macadam, manufactured goods including "aqua vitae," liqueurs and other alcoholic beverages; ammonium explosives, fire hose containing nylon; articles of natural cork, agglomerated cork and articles of cork; building board of wood pulp, wood fibers or other vegetable fibers; textile hosepiping and similar tubing; worked slate and articles of slate, including articles of agglomerated slate; casks, drums, cans; electric lamps, lighting fixtures and parts of base metal; bakery ovens and parts. The revision of the "licensing budget" involves no change with regard to the few items still subject to bilateral import licensing.

## UAR approves compulsory health insurance plan

A compulsory health insurance plan covering some 3 million civil servants and public organization employees has been passed by the Executive Council of the United Arab Republic.

The plan is expected to cost £E 16 million ($36.8 million) annually. It will be financed by the employer contributing 3 percent and the employee 1 percent of the employee's salary. Participants in the plan will be entitled to a full range of benefits; from out-patient services through complete hospitalization coverage to long-term rehabilitation services.

# Norwegian power plant given loan

A $10 million loan floated in London by Norges Kommunalbank to finance construction of the Brokke power plant in Setesdalen, Norway was reportedly fully subscribed, largely by Belgian and Scandinavian investors, including some insurance companies with dollars to invest.

The Brokke loan, the first large issue to be floated on the London market this year, is regarded as setting a new pattern in European dollar issues placed on the market because of the impact of the interest equalization tax in the U.S. It also marks a definitive departure from the overloaded, sharply fluctuating, increasingly unpopular short term Eurodollar market.

Permission to express the loan in dollars was obtained from the Federal Reserve Board, since a sterling loan, though easily obtainable, would have cost ¼ percent more. The loan was issued in thousand-dollar bearer bonds with a 20-year maturity. The remaining $20-$30 million required for the Brokke project will be floated on the Norwegian market.

## EEC consumers conclude meetings on prices, supply

Representatives of businesses and consumers in the European Economic Community recently concluded a series of meetings designed to examine the effects of the Common Market in the supply and prices of certain consumer items.

The EEC Commission is reported to have called the meetings after having been urged by consumer groups to take their interests under consideration. The Commission and the consumer groups through these meetings hope to ascertain the extent to which development of the Common Market has affected each of the six member countries with regard to the supply and quality of consumer goods, particularly foodstuffs and clothes. Likewise, the Commission wishes to gather more detailed information concerning the effects of tariff reductions on retail prices.

In two of the meetings, discussions centered around meat and vegetable products. Consumer groups point to the obvious importance of these goods since meat and vegetable products make up 40 percent of the current consumer expenditures in EEC. Consumer representatives have called therefore for an EEC agricultural policy which takes the consumer's interest into account.

Two other meetings considered the market situation of household goods, clothes and textiles.

## Belgian workers helped by EEC Social Fund

The European Economic Community's Social Fund will contribute $480,000 to help the Belgian government provide wage payments to some 2,000 workers temporarily unemployed during the reorganization of a Ford factory in Antwerp.

The contribution equals the amount to be paid out by Belgium thus guaranteeing the workers a normal rate of pay.

This will be the first time that the EEC Social Fund has contributed for a business reorganization. The Fund's contributions have been limited previously to vocational retraining and re-installation of workers.

The Ford Company's Antwerp plant was recently converted from an assembly plant for automobiles to a tractor production plant. The plant will produce tractor axles and transmissions, and will assemble the tractors which will supply the market for Ford tractors in most European countries.

# Britain to abolish price maintenance

### Parliament to get legislation to terminate 60-year policy

The British Government has announced its intention to abolish resale price maintenance through legislation to be introduced in this session of Parliament.

The decision to end a 60-year period of price maintenance came from British Secretary of State for Industry Edward Heath as the Government decided to ignore the clamor of pressure groups and the complaints of some of its own backbenchers and proceed with necessary legislation.

In making the announcement Mr. Heath noted that the practice of all retail outlets being forced to sell the same product at the same price is incompatible with the Government's objective of encouraging competition and keeping down costs and prices. Under the legislation to be introduced, resale price maintenance would be presumed to be against the public interest unless in any particular case it is proved to the contrary to the satisfaction of a judicial tribunal. Any industry or trade that applies for exemption will retain powers of resale price maintenance until the matter is settled by the court.

What the actual effect will be on prices is difficult to judge. About a quarter of retail trade in the UK is thought to be covered by price maintenance. In the grocery trade, where price fixing is already largely at an end, there is little evidence of lower prices and surprisingly few small grocers appear to have been forced out of business. The big retailing groups, however, are now bound to become relatively stronger, and there is almost certain to be a new challenge from discount stores.

## Italy sets 1964 quotas

Italy has announced 1964 import quotas applicable to the U.S. and certain other countries as follows:

Raisins—$170,000; soybean oil—$750,000; and tetraethyl lead and antiknock preparations based on tetraethyl lead—200 metric tons. These quotas represent an increase of about 20% over 1963 quotas as agreed upon in the U.S.-Italian bilateral discussions during the 20th GATT session.

## Greek Government extends duty-free import treatment

The Greek Government has authorized the extension, through December 31, of duty-free importation for fishmeal, meatmeal, soybean flour, and special feedstuff preparations suitable for livestock and poultry—such as vitamins, antibiotics, spare elements, aminoacids, inorganic salts, cod liver oil and tonic preparations for reinforcing animal and poultry feedstuffs.

Duty-free entry will likewise be accorded various patent medicines mixed with soybean flour, corn flour, bran or similar meal. This is the third consecutive year such an extension has been authorized, reportedly reflecting the Government's special interest in promoting the livestock industry.

Also suspended for the same period are Greek import duties on frozen beef, mutton, and goat meat. This is the seventh consecutive year a suspension has been granted for these items, which constitute a staple element in the diet of Greek families in the low-income bracket.

## Coffee tariff reduced

The EEC Council of Ministers has authorized suspension of the Common External Tariff (CXT) on coffee, unroasted, non-decafined (Tariff Position # 09.01A1a) from the present level of 16% down to 9.6%.

The Member States will suspend at the same time all duties on intra-EEC trade on this item as well as on imports from the 18 African countries associated with the Community. Benelux countries will institute a duty of 2% on coffee imports from non-EEC and non-AOC countries in place of the current duty-free import quota.

These changes will be effective until June 30.

## Norwegian tariff changes

Norway has reduced or eliminated duties on bananas, certain preserved fruits and fruit peel, salted almonds, parachutes and parts, medical, veterinary, surgical and dental instruments other than dentist drills and units, and fuses for ordnance.

The rates have been raised for multiple-walled insulating glass (from 0.24 crown per kg. to 12 percent), pencils (from 13 to 25 percent), and aluminum semi-manufactures (from 0 to 6 percent). The tariff increases do not apply to imports from the EFTA countries. One Norwegian crown equals $0.14.

# Nigerian printing plant, Thai rubber factory and Honduran tannery look for assistance

## Management and technical skills plus capital asked of interested U.S. investors to develop these projects

New overseas investment openings in Honduras, Nigeria and Thailand call for technical assistance and capital from interested U.S. firms for the development of a tannery, rubber factory or printing plant.

■ **Printing plant, magazine—Nigeria.** A publishing and printing company in Nigeria is seeking investment capital and technical assistance from U.S. sources, on a joint-venture basis, in order to establish a local printing plant and provide working capital for the publication of Atlantic editions of its 2 magazines; one a ladies journal.

The company projects the circulation of the magazines, which are dedicated to the "advancement of national culture, economic development, education and art," at around 50,000 copies a month each for the first 2 years. Present circulation is about 5,000 copies an issue. Printing is now done for the company by the government-owned Nigerian National Press.

Any U.S. investor considering a publishing venture in Nigeria would require a local partner with publishing experience and knowledge of the market. The owner and publisher of the magazines in question is well qualified in this respect. He is also said to have an outstanding educational background and wide acquaintanceship in Africa.

Further information and sample copies of one of the magazines may be obtained by writing to the Bureau of International Commerce, Office of International Investment, File 1-2721-3-G, Department of Commerce, Washington, D.C., 20230.

■ **Rubber factory—Thailand.** Contact with a U.S. firm experienced in the processing of raw rubber is sought by a prominent Thai industrialist to take over the management and operation, on a joint-venture basis, of a rubber factory located some 500 miles from Bangkok near the west coast of the Thai peninsula.

The factory, said to be valued at about $275,000, has a capacity of 500 to 600 tons of crepe rubber a month.

For the past few years, the factory has been leased to a local private group. The lease is about to expire and the Thai industrialist wants to operate the factory on a joint-venture basis with U.S. rubber interests. In addition to know-how, working capital for the purchase of raw material or slabs is required.

Write to Mr. Suriyon Raiva, S.R. International Co., Ltd., 291-293 Rajawongse Road, Bangkok, Thailand.

■ **Tannery—Honduras.** A Honduran industrialist plans to establish a tannery in Tegucigalpa to produce shoe leather. He seeks technical know-how and experience from a U.S. company. Financial participation in the new company, to be known as Curtiembre Centroamericana, S.A., is also welcome.

### Maximum benefits

The company is expected to be classified under the Industrial Development Law of Honduras as a "new basic industry," thus becoming eligible for maximum benefits under the law and duty-free importation of machinery and raw materials.

The project envisaged by the Honduran industrialist, who is also part owner of a local match factory and president of the National Association of Industrialists in Tegucigalpa, calls for first-year production of about 185,000 kg., or about 1.3 million sq. ft. of leather, valued at about $450,000. Production would be gradually increased over a period of three years to 555,500 kg., or close to 4 million sq. ft. of leather a year, valued at about $1.5 million. The latter figure represents roughly 50% of the total amount of leather now being imported into Central America.

For further information, U.S. firms should write to Bureau of International Commerce, Office of International Investment, File 2-3111-3-B, U.S. Department of Commerce, Washington, D.C. 20230.

### Techniques, metal cutting equipment interest welder

A Scottish manufacturer of resistance welding equipment seeks a licensing and/or cross licensing arrangement with a U.S. company for products in the welding field using new techniques in metal joining, such as friction, high frequency or other forms of welding.

In addition, the firm is interested in capital goods outside the welding field, preferably mechanical, such as extrusion and metal cutting equipment which must be fully developed. Contact A. I. Welders Ltd., 2 Rose St., Inverness, Scotland.

# Firm in Uganda wants to expand

## Seeks joint ventures to make plastic goods, fiberboard; process cottonseed byproducts

An enterprising firm established in Uganda in 1953 and engaged mainly in vegetable oil milling, peanut shelling and the manufacture of cottonseed cattlecake and corn meal, seeks capital, machinery and technical know-how in order to improve, expand and diversify its operations.

It proposes joint ventures to process cottonseed byproducts and manufacture plastic goods and fiberboard. The firm is prepared to supply part of the required capital as well as concrete buildings, electrical installations and existing machinery and equipment. Machinery and technical know-how are the main needs.

### Some imports necessary

Raw materials for the manufacture of thermoplastic and thermostatic plastic goods—such as kitchenware, household furniture, toys, electrical appliances and the like—initially will have to be imported from the United States in the form of sheets or powder. Eventually, basic materials such as casein, phenol resin and phenol formaldehyde, however, may be available locally.

To produce fiberboard, both hardboard and softboard, the company envisages

using cottonseed and coffee husks as raw materials, which are readily available at nominal prices. The existing plant, now used for the production of semirefined oil and cottonseed cake, could be utilized, with modifications, to press pulp for the fiberboard.

### Ready market

The company reports a ready market for hardboard and softboard not only in East Africa but in the neighboring countries of Rwanda, Burundi, Sudan and the Congo.

U. S. firms interested in these joint ventures should write to Jupiter Oil Industries, Ltd., P. O. Box 633, Kampala, Uganda.

# Specialized tube license offered by Austrian firm

**Product helps to measure steel mill temperature ranges**

An Austrian firm is interested in establishing contact with U.S. companies in order to negotiate licensing arrangements on the manufacturing process for its Pyralith protection tubes for thermocouples and sighting tubes for optical pyrometers.

The tubes are often used in connection with temperature measurements in steel mills. The Austrian steel industry has used these tubes successfully for 8 years. In addition, the tubes have been licensed to a subsidiary of Fiat in Italy.

Because they are gas-tight, the developer of these tubes also claims that they have a comparatively long life and can meet tough operating conditions and increase the usable life of thermocouples.

The protection tubes are made of recrystallized aluminum oxide and can be used up to 1650° C. and the sighting tubes are made of zirconium silicate and can be used up to 1500° C. Both are chromite coated.

The manufacturing process requires considerable know-how. Upon conclusion of a licensing agreement, the Austrian firm would train a representative from the American licensee in its Vienna plant.

A catalog, in German, describing these tubes is available on a loan basis from the Bureau of International Commerce, Office of International Investment, File 1210, Department of Commerce, Washington, D.C. 20230.

# Fishermen on Honduran Island offer site for construction of freezing plant

**Hope to develop local industry; investment of some $75,000 needed together with responsibility for project management**

Fishermen on the Island of Utila, Bay Islands, Honduras, seek an investor willing to install an ice plant, freezer and necessary powerplant there. Land will be provided at no cost to the investor.

Spokesman for the fishermen, Frank Spencer Morgan, proprietor of Casa Industrial & Commercial, Utila, says that fishermen on the island, using their own boats, can easily catch 5,000 pounds of fish a day and would contract to sell that amount to the plant.

### Good market seen

The fishing industry is growing in scope along the north coast of Honduras. It is not as yet a major industry in the area. The market potential for fresh frozen fish is good. A number of Honduran firms are exporting frozen lobster, shrimp and fish fillets by air to Miami and by reefer ship to other ports in Florida and along the Gulf Coast. It is also believed that the market in San Pedro Sula, Tegucigalpa and possibly other cities in Central America could also absorb much more seafood and fish.

The investor, who would have complete managerial responsibility for the plant and export sales policy, would retain all profits on export sales.

The Island of Utila is a part of the Department of Islas de la Bahia of Honduras. It is located about 20 miles off the north coast of Honduras in the Caribbean, directly north of the Honduran port of La Ceiba—the home of Standard Fruit Company. The island, which has a year-round tropical climate, is 10 miles long and has about 1,000 inhabitants. Most of the natives speak English.

The inhabitants are in need of a basic industry as the island is economically depressed. The principal source of income is in the form of returns from seamen's wages.

### Harbor and airstrip

There are many small fishing boats based on the island and there is a fairly large harbor where medium-sized ocean-going vessels may anchor. There is also an airstrip capable of handling single-engine aircraft. Air transport to La Ceiba is provided by a local airline on a regular basis.

There are few technically trained people available and all spare parts, fuel and construction equipment would have to be brought from the mainland by boat. Regular supplies could be obtained at La Ceiba, 20 miles distant. Puerto Cortes, the principal port of Honduras, is about 60 miles west of Utila.

The investor would have to supply his own powerplant and keep it supplied with fuel. The Texaco, Esso and Shell oil companies sell diesel fuel to the island in 55-gallon drums. There are no real maintenance facilities on the island. All equipment would have to be imported from the United States along with spare parts. At least one technically trained person would have to be brought to the island on a permanent basis to assure that the equipment would be maintained properly. Local labor for construction, bookkeeping and so forth is adequate. Water supplies can be obtained from wells.

Although no detailed study has been made, it is estimated that an investment of at least $75,000 would be required to install a modest ice plant, freezer and powerplant on the island. Initially, it would be well to obtain a tax and customs duty concession from the Honduran Goverment before entering into an investment of this nature.

Interested firms should write to Mr. Frank Spencer Morgan, Utila, Islas de la Bahia, Honduras.

## Textile industry articles requested by manufacturer

Manufacturer of parts and accessories for textile machinery seeks license to make textile spinning frame attachments and accessories; loom parts, shuttles and ancillary equipment; and parts for the cotton, wool and artificial-fiber textile industries.

Write to Construcciones Mecanicas Ferran, S. L., Rosendo Arus 32, Hospitalet (Barcelona), Spain.

### SEEKING APPLIANCE LICENSE

A manufacturer of electric household appliances and kitchen ranges in Germany is interested in manufacturing dishwashing machines, toasters, irons and rotary irons under license. Electrogeraetefabrik Maybaum, 20 Hellefelderstrasse, 5768 Sundern/Sauerland, West Germany.

# Descriptive summaries of U.N. approved projects available to U.S. firms

The Governing Council of the United Nations recently approved 48 additional development assistance projects. Among these are 14 projects for major surveys of natural resources, and industrial feasibility studies; 20 projects for promoting advanced education and training for key professions; 12 projects for applied research; and 2 projects devoted to economic development and planning.

These projects are designed to help developing countries to improve their trading positions and to diversify their economies, which subsequently provide opportunities for U.S. businessmen. The projects cover a variety of items, particularly in technical assistance, expert consultation, and laboratory and training equipment.

Available summaries listed by country and project number, followed by a brief description of item desired follows:

Afghanistan, SF/R.8/Add. 1, telecommunications training center, Kabul; Algeria, SF/R.8/Add. 2, telecommunications training center, Algiers; Argentina, SF/R.8/Add. 3, research and demonstration project on forage production and pasture management in the Mesopotamian Region; Brazil, SF/R.8/Add. 4, teaching of technology, University of Brasilia; Burma, SF/R.8/Add. 5, experimental station and demonstration center for rubber development; Burundi, SF/R.8/Add. 6, rural polytechnic school, Karuzi; China, SF/R.8/Add. 7, program for development of livestock production on marginal land in Taiwan;

Colombia, SF/R.8/8 Add. 8, electronics and telecommunications training and research, Popayan and Bogota; Congo (Leopoldville), SF/R.8/Add. 9, National Mining Institute, Bukavu; Congo (Leopoldville), SF/R.8/Add. 10, National Pedagogical Institute, Leopoldville; Ecuador, SF/R.8/Add. 11, surveys of metallic and nonmetallic minerals; Ghana, SF/R.8/Add. 12. telecommunications training center, Accra; Guatemala, SF/R.8/Add. 13, agricultural diversification in marginal coffee growing areas; India, SF/R.8/Add. 14, assistance to six regional engineering colleges; India, SF/R.8 Add. 15, assistance to survey of India for preinvestment surveying and mapping; India, SF/R.8/Add. 16, four logging training centers;

Indonesia, SF/R.8/Add. 17, Institute of Geology and Mining, Bandung; Indonesia, SF/R.8/Add. 18, survey of tin industry; Ireland, SF/R.8/Add. 19, Physical Planning and Construction Institute, Dublin; Iraq, SF/R.8/Add. 20, animal husbandry research and training; Israel, SF/R.8/Add. 21, industrial research laboratories; Liberia, SF/R.8/Add. 22, College of Forestry, University of Liberia, Monrovia; Madagascar, SF/R.8/Add. 23, Post and Telecommunications Training Institute, Antanetibe; Mexico, SF/R.8/Add. 24, national vocational training services for industry; Mexico, SF/R.8/Add. 25, veterinary clinic, National University of Mexico;

Morocco, SF/R.8/Add. 26, development of dry-farming areas; Netherlands, (Surinam), SF/R.8/Add. 27, Port and Transportation Study; Nigeria, SF/R.8/Add. 28, Faculty of Engineering, University of Lagos; Nigeria, SF/R.8/Add. 29, Savanna Forestry Research Station, Shika; Pakistan, SF/R.8/Add. 30, telecommunications survey; Philippines, SF/R.8/Add. 31, deep sea fishing development project; Philippines, SF/R.8/Add. 32, survey of coal resources in Mindanao; Republic of Korea, SF/R.8/Add. 33, deep sea fishing training center, Pusan; Republic of Korea, SF/R.8/Add. 34, forest survey; Sudan, SF/R.8/Add. 35, feasibility survey for development of agricultural production in Western Equatoria; Syria, SF/R.8/Add. 36, industrial testing and research cented, Damascus;

Tanganyika, SF/R.8/Add. 37, survey and plan for irrigation development in Pangani and Wami River basins; Thailand, SF/R.8/Add. 38, rubber development project; Thailand, SF/R.8/Add. 39, Technological Research Institute, Bangkok; Tunisia, SF/R.8/Add. 40, mineral investigation of the Foussana Basin; Tunisia, SF/R.8/Add. 41, secondary school teacher training institute, Tunis; Uganda, SF/R.8/Add. 42, irrigation and pilot demonstration project, Mubuku; United Arab Republic, SF/R.8/Add. 43, Meteorological Institute for Research and Training, Cairo; United Kingdom, (Kenya), SF/R.8/Add. 44, mineral resources survey in Western Kenya;

Venezuela, SF/R.8/Add. 45, sanitary engineering education; Regional (Brazil and Uruguay), SF/R.8/Add. 46, development of Mirim Lagoon Basin; Regional (Cambodia, Laos, Thailand, Republic of Viet-Nam), SF/R.8/Add. 47, institutional support to Committee for Coordination of Investigations of Lower Mekong Basin; Regional (Gabon, Senegal, Somalia, Togo, Tunisia), SF/R.8/Add. 48, African Institute for Economic Development and Planning.

The listed (and other) project summaries of the U.N. Special Fund are available upon request. Inquiries should be addressed to Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

## Reinforced concrete pipe bids asked by Hong Kong

The Secretary, Tender Board, Colonial Secretariat, Government Office, Lower Albert Road, Hong Kong, invites bids for 3,500 feet of 72" spun reinforced concrete pipes in lengths of 5 feet.

Bid deadline is noon March 26, tender No. C/35/14/64.

A copy of the specifications is available on a short term loan basis to firms located in the U.S. from Building Materials and Construction Industries Division, Room 4014, BDSA-306, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

## Burma asks offer extension

Due to transformation of Civil Stores Committee into People's Stores Corp., all firms which submitted bids on offer No. 21 PA-8/63 are requested to leave their offers open until March 30. Companies unable to keep their offers firm until this date are requested to inform the corporation of an alternative date. This tender is for the procurement of various watches, clocks, chronometers, stop watches and spare parts valued at $399,000.

## NATO construction project in Turkey open for complete bids

The Ministry of Public Works of the Republic of Turkey will accept complete bids for a construction project in Western Turkey involving channel excavation, a dyke, 2 reinforced concrete bridges and a box-culvert. Specifically, the work includes 45,000 cubic meters of channel excavation; 10,000 cubic meters of dyke; 2 10-meter reinforced concrete bridges and a 2x2 meter box, 250 meters length box-culvert. Approx. total cost is estimated over $100,000 (£38142 = US$2.80 per lb).

U.S. firms, certified to participate in NATO International Competitive Bidding, are requested to make their intentions known not later than April 3 to: Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit, Tesisleri Insaat Reisligi, Ataturk Bulvari No: 140, Kavaklidere/Ankara, Turkey. Letters of interest must include fully completed, specially designated forms which are available from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230. The project is classified NATO-Secret.

U.S. firms not eligible for NATO Infrastructure and desiring certification should send a resume and/or a recent annual report including a financial statement to the Trade Opportunities Staff at the address indicated above.

## Peru asks bids on cement plant

Mr. Fernando Chavez Belaunde, President, Junta de Rehabilitacion y Desarrollo de Arequipa, Apartado 737, Arequipa, invites bids for the financing, equipping, and construction of a cement plant with a capacity of 500 tons a day at Yura. Proposals are to include financing based upon payment over a ten year period. It is expected that payment will be guaranteed by the Government of Peru.

Bid deadline is May 15.

Specifications are available from the given address upon payment of S/5.000 (approx. $186).

## Iraq issues bid invitation for bridge construction

The Directorate General of Roads and Bridges, Baghdad, invites bids on contract number B/1 (1963), for construction of the 430 meter, 11 span, Garmat Ali Bridge near Basra.

Bid deadline is May 16.

Tender documents are available at a cost of $84 plus postage, from the Contract Division of the Directorate-General of Roads and Bridges.

## South Africa extends deadline

The Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg, has extended the bid deadline on Tender No. F.5224, calling for a pumping plant, from February 28 to April 3 (INTERNATIONAL COMMERCE, 2/10/64, p. 27).

## Radio propagation measuring equipment wanted in Greece

The Supply Department of the Hellenic Telecommunications Organization (OTE) has issued tender No. 6278, calling for the supply and installation of transmitting and receiving equipment for radio propagation measurements in the troposphere. The equipment is intended to be used in short or long term measurements beyond-the-horizon, near-the-horizon, across mountains and over water, for distances up to 600 KM. The equipment is to operate at 4 to 6 KMC, or higher, with a transmitter output of 1 KW, with the capability of continuous reduction to approximately zero watts, and narrow band width with CW modulation. The calibrated receiver is to stable, with automatic and/or manual gain control, with appropriate controls for input to a recording system.

The system including the antennas is to be of rugged construction, permitting easy installation and disassembly for transfer from one location to another.

Bid deadline is April 15. Time of delivery and installation will be a factor in the bidding.

Copies of the specifications are available to firms located in the U.S. on a short loan basis from Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

## UAR seeks bids for new kraft paper plant

The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo, has announced a tender with a bid deadline of May 10 for a complete kraft paper plant at Suez.

The new plant, which should be a turnkey operation, will parallel the existing kraft paper plant producing 16,000 tons/annum of kraft paper sacks for cement, fertilizers, boxes, and wrapping. It is the intention of the Egyptian Kraft Paper Co., Suez, to install the new plant to provide a complete second line of production of MG/MF kraft paper ranging from 35-120 $gm/m^2$, with an annual net output of 16,000 tons. The raw material used in production may vary from 100% imported best quality unbleached kraft pulp (Scandinavia or USA) up to 50% local bagasse unbleached pulp.

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

## Nigeria invites bids for power stations

The Secretary, Electricity Corp. of Nigeria, Electricity Headquarters, 24/25 Marina, Private Mail Bag 2030, Lagos, invites bids for the construction of the entire civil engineering works associated with the substations situated at Ijora, Shagamu, Ibadan, Erinle, Akure in the Western Region, Benin and Delta Power Station Site in the Mid-West Region of Nigeria.

Bid deadline is noon, March 30, contract No. 1033/145.

Tender documents may be obtained at a cost of $70 from the named agency or from The London Representative, Electricity Corp. of Nigeria, York House, 5th Floor, Westminister Bridge Rd., London S.E.I.

U.S. civil engineering firms wishing to bid on the project must register their company with the Ministry of Works and Surveys under category G of the Ministry of Works Registration, for contractors authorized to undertake projects valued in excess of $280,000.

## Electronic equipment bids invited by South Africa

The Manager, Commercial Dept., South African Iron & Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria, invites tenders for the design, manufacture, testing, supply, packing, forwarding and delivery f.o.b./f.a.s. port of shipment, supervision of erection on prepared foundations, testing, proving, setting to work and running-in at the Works of the South African Iron & Steel Industrial Corp., Ltd., at Vanderbijlpark, Transvaal, of: (a) a fully automatic card programming controller for the Corporation's existing 110" four-high reversing roughing mill; (b) a fully automatic card programming controller for the Corporation's existing 46" two-high reversing slabbing mill; each complete with all ancillary equipment. Tender No. V 113, bid deadline April 24.

Tender documents are available at the above address against a deposit of $70, which will be refunded upon receipt of a bona fide tender. Weight of document is 7 lb., 2nd class airmail $22.40, air freight to New York $18.68.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3518).

## Bids asked for sewer work, pumping stations by Iraq

Bids are being asked by the Directorate General of the Sewerage Board, Ministry of Municipal & Village Affairs, Baghdad, for the construction of sewers and three pumping stations for the connection of Military City sewerage (Military City is a suburb southeast of Baghdad) to the East Bank trunk sewer of Baghdad. Estimated value of the project is $560,000, and indications are that the project would best be handled in collaboration with a local firm. Deadline is April 25. It is expected that this project will also be followed by a much larger project of the same type.

Tender documents and specifications are available for review in the Water Industries and Engineering Services Division, BDSA, Room 4113, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4347).

## Bids for highway, irrigation projects invited by Peru

The Secretaria General del Fondo Nacional de Desarrollo Economico, Avenida Uraguay 514, 3° piso, Lima, invites bids for 7 irrigation projects valued at S/.91,311,400 ($3,404,601) and 3 highway projects valued at S/.76,222,408 ($2,841,998).

Bid deadline is May 5.

Tender documents are available at a cost of S/.3,000 ($111.80) from the named agency.

## Greece invites bids for transformer substation needs

The Public Power Corp., Athens, Greece, is inviting tenders for the supply of 3,938 yards of copper tubing, 7,767 yards of copper cable, 20,239 yards of copper strip, 2,188 yards of steel cable, and 5,642 clamps, connectors and other accessories, to be used in the construction of 150/15 kv substations.

Bid deadline for Tender No. DMPM-222 is April 16. Bids should be submitted to: Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102. In case award is made to a U.S. firm, procurement will be charged against AID Loan No. 240-11-028.

Specifications are available on a short-term loan basis from Rm. 4806, Copper Division, BDSA-316, Department of Commerce, Washington, D.C. 20230. Telephone 202:WO 7-2162.

## Copper wire tender revised

The Hellenic Telecommunications Organization, Ltd. (OTE), Greece, has revised its tender for the procurement of copper-covered wire, copper wire and strand. The tender number has been changed from 6266 to 6266a and the deadline has been set for April 2.

This bid was originally scheduled for Dec. 20, 1963, later extended to Jan. 14, and was finally postponed indefinitely. (INTERNATIONAL COMMERCE, Dec. 2, p. 52, Commerce Business Daily, Jan. 8, p. 6, and INTERNATIONAL COMMERCE, Feb. 3, p. 39.)

Copies of the revised tender documents are available to firms located in the U.S. on a short-term loan basis, from the Copper Division, BDSA-316, Rm. 4806, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7 2162.

## Million dollar bridge project in Australia open for bids

The Department of Main Roads, (DMR), New South Wales, 309 Castlereagh Street, Sydney, N.S.W., invites bids for the construction of a 14-span 1,385-foot long, prestressed concrete bridge over Middle Harbor at Roseville. The value of the project exceeds $1 million.

Bid deadline is May 12.

Interested firms should apply for prequalification as soon as possible. Copies of the plans and specifications are available from DMR at a cost of 3.12 pounds ($8.10) per set.

One copy of the plans and specifications is available for review only in the office of Building Materials and Construction Industries Division, BDSA-306, Room 4014, Department of Commerce, Washington, D.C. 20230.

## South Africa needs foundation work in new automobile factory

General Motors S.A. (Pty.) Ltd., P.O. Box 1137, Port Elizabeth, invites bids for the floors and foundations for the machinery in its proposed new automobile engine factory in Port Elizabeth. Contracts for foundations and steel work and for the construction of the walls and roof of this factory have already been let.

Bid deadline is April 15.

It is reported that General Motors is definitely interested in receiving tenders from U.S. firms for this project.

## Danes seek cables for NATO

An international, NATO tender is to be issued for the supply of 10,500 meters of 60x2x0.7 mm. lead covered, steel armoured underground cable, estimated value 75,000 D.kroner (100 D.kroner=US$14.66), and for approx. 13,000 meters of 25x2x0.7 mm. lead covered, steel armoured underground cable, estimated value of 45,000 D.kroner.

U.S. firms, eligible to participate in NATO Infrastructure bidding, should apply to: Flymaterielkommandoen, Flyvestation Vaerlose, Vaerlose, Denmark, not later than April 1, giving the name and address of their Danish agent, if any. Tender documents will be available in Danish only.

U.S. firms not eligible for NATO Infrastructure bidding and desiring certification should send a resume and/or a recent annual report including a financial statement to BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

## Carrier systems asked by Greece

The Government of Greece is inviting tenders for the supply and delivery of telephone and telegraph carrier systems at an estimated cost of $1.4 million under tender No. 6204.

The equipment includes 86 three-channel telephone carrier systems, 17 twelve-channel telephone carrier systems, 4 one-channel telegraph carrier systems, 42 three-channel telegraph carrier systems, 22 twelve-channel telegraph carrier systems, and associated equipment.

Tenders must be submitted by April 28 to the Hellenic Telecommunications Organization Ltd., Subdirectorate of Purchases and Stores, 20 Patission Street, Athens.

A copy of the specifications and conditions is available on loan to firms located in the U.S. from Communications Industries Division, BDSA, Room 4805, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4823).

## Organic, inorganic chemicals wanted on continuing basis

Ets Debauche & Cie, S.a.r.l., 3 bis rue d'Athenes, Paris 9e, wishes to purchase chemicals on a continuing basis from U.S. firms not presently represented in France.

About 70 organic and inorganic chemicals and industrial oils are listed. Average purchases range from one to 100 tons, but in the case of ammonium phosphate range from 5,000 to 8,000 ton lots.

The list is available on request from: Chemical & Rubber Division, BDSA-301, Rm. 4413, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-2090.

## Bid deadline extended by Iraq

The Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad, has announced that the bid deadline on the fine textile plant at Hilla has been extended from February 20 to April 1 (INTERNATIONAL COMMERCE, 12/2/63, p. 42).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.*

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.*

### 201 Meat Products

**AUSTRALIA**—Sausages and meat products with low calorie content. Mr. W.A. Maslem, Director, Anthonys Supar Wholesalers (importer), 56 Hunter St., Sydney.

### 202 Dairy Products

**AUSTRALIA**—Ice cream with low calorie content. Mr. W.A. Maslem, Director, Anthonys Supar Wholesalers (importer), 56 Hunter St., Sydney.

### 203 Canning, Preserving Foods

**AUSTRALIA**—Frozen smoked fillets of cod; frozen fillets of cod. Sondow & Co., Suite 11A, First Floor, 104 Bathurst St., Sydney.

Artificially sweetened fruit for special diets. Mr. W.A. Maslem, Director, Anthonys Supar Wholesalers (importer), 56 Hunter St., Sydney.

**ECUADOR**—Canned baby and specialty foods. Direct purchase and agency. Unión Nacional Importadora C.A. (importer), P.O. Box 1019, Guayaquil. WTD 12/27/63.

**FRANCE**—Fruit in syrup. Hediard Distribution (manufacturer, importer, exporter), 105 rue des Moines, Paris 17. WTD 2/5/63.

### 205 Bakery Products

**AUSTRALIA**—Salt-free biscuits (cookies) with low calorie content. Mr. W.A. Maslem, Director, Anthonys Supar Wholesalers (importer), 56 Hunter Street, Sydney.

### 207 Confectionery

**FRANCE**—Confectionery, all kinds, chocolate, crackers. Requests replies in French. Florent Gu Yaux (dealer), 11 rue Etienne Bast, Argenteuil (Seine & Oise). WTD 2/18/64.

Crackers. Hediard Distribution (manufacturer, importer, exporter), 105 rue des Moines, Paris 17. WTD 2/5/63.

### 208 Beverage Industries

**AUSTRALIA**—Low calorie soft drinks. Mr. W.A. Maslem (Director), Anthonys Supar Wholesalers (importer), 56 Hunter St., Sydney.

### 209 Food Preparations

**AUSTRALIA**—Mayonnaise with low calorie content. Mr. W.A. Maslem, Director, Anthonys Supar Wholesalers (importer), 56 Hunter St., Sydney.

**FRANCE**—Spices, preserved sauces. Hediard Distribution (manufacturer, importer, exporter), 105 rue des Moines, Paris 17. WTD 2/5/63.

## SPECIAL TRADE LEADS

**The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675.)**

**Field office telephone numbers will be found on this page.**

**ARGENTINA**—Machinery and equipment for the manufacture of fruit juices, particularly pear and apple juices. Direct purchase. TT-111.

Machinery and equipment for manufacturing pressboard from pruning waste. Direct purchase. TT-112.

**ECUADOR**—Raw material for varied line of pharmaceutical products, in particular vitamins and antibiotics. Products must conform to U.S.P. 16, Federal Code, Regulations 21, encompassing Pure Food and Drug Act. Prices c.i.f. Guayaquil. Direct purchase. TT-113.

Equipment to manufacture veterinary and cosmetic items. Requests catalogs, prices c.i.f. Guayaquil. Direct purchase. TT-114.

**JORDAN**—Office furniture, metal; dry photocopying machines; computing and accounting machines; adding machines, electric, non-electric, vest pocket; typewriters, noiseless, standard electric and non-electric, portable electric and non-electric, stencil cutting, specialized. Direct purcase. TT-115.

Automotive replacement spare parts, complete range. Agency. TT-116.

**MONACO**—Machinery for use in hotel industry, such as air conditioning equipment, ice-cube making machines, large industrial kitchen equipment. Agency. TT-117.

**NETHERLANDS ANTILLES**—Soaps, detergents, toilet preparations. Direct purchase. TT-118.

**NORWAY**—Readymade summer suits for men and youths; sport and dress shirts for men and boys; men's knitwear, all kinds. Direct purchase and agency. TT-119.

**TURKEY**—Bituminous kraft paper, 350 tons. Direct purchase. TT-120.

■ **KOREA**—Tung oil, tech grade, 6 m.t.; oiticica oil, 5 m.t.; crude glycerine, 20 m.t.; refined linseed oil, tech grade, 25 m.t.; c&f or cif Pusan, all U.S. flag. Quotations fob price, freight and insurance respectively. Ref. No. FFO-SAI-4-31. Kunsul Chemical Ind., Co., Ltd., 588 Kayadong, Pusanjin-Ku, Pusan. Cable: PAINTSWALLOW, Seoul.

■ Linseed oil, alkali refined, 10 m.t.; oiticica oil, 16 m.t.; propylene glycol, 15 m.t.; ethylene glycol, 10 m.t.; benzoic acid, 5 m.t.; xylene, 25 m.t.; styrene monomer, 20 m.t.; crude glycerine, 80% up, 25 m.t.; phthalic anhydride, 5 m.t.; pentaerythritol, 10 m.t.; toluol, 3 m.t.; fumaric acid, 5 m.t.; c&f or cif Pusan and/or Inchon by U.S. flag vessels. Ref. No. FFO-SAI-3-32. Quotation date March 31. Aekyung Fats & Oils Processing Co., Ltd., I.P.O. Box 1402, Seoul. Cable: AEKYUNGOIL, Seoul. PA No. 489-356-3008. U.S. source (for fats and oils); limited world wide (901), for chemicals. Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-126.

**SPAIN**—All types of dietetic food products. Direct purchase and/or agency. Dietisa, S.A. (importer, manufacturer, wholesaler), Hermano Julio 43, Badalona, Barcelona. WTD 2/3/64.

### 220 Textile Mill Products

**NORWAY**—Textiles, fabrics, piece goods of good quality suitable for manufacture of women's ready-made clothes, especially fabrics of synthetic fibers, brocades, printed cotton. Direct purchase and agency. Ragnvald Grimsrud A/S Gazella (importer, wholesaler, manufacturers' agent), 10 Torvgaten, Oslo. WTD 2/5/64.

**SWEDEN**—Middle-priced fabrics for women's dresses of silk, cotton, including jersey. Derbex Konfektion (manufacturer), Reutersgatan 2 A, Göteborg. WTD 2/17/64.

### 221 Broad Woven Fabric Mills, Cotton

● **CEYLON**—Bedcovers, cotton, white, fancy weave with border effect and center motif, width 56", length 92", with letters interwoven in the center ¼" hemstitched ends, 72 ends and 17 picks per inch, approx. weight 2¾ lb., 10,000. Bid deadline May 5. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-5220).

**NIGERIA**—21,600 yd. natural khaki cloth; 18,400 yd. navy blue khaki cloth; total of 40,000 yd. 36" width preferred but not essential. Cable price and earliest date delivery can be made. Letter of credit terms acceptable. Goods needed immediately. Samples of color and quality desired. Are available on a loan basis from the Trade Opportunities Staff, BDSA 111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Italian Nigerian Development Co. (importer), P.O. Box 2967, 16a Tinubu Square, Lagos.

### 222 Broad Woven Fabric Mills, Manmade Fiber, Silk

■ **GREECE**—Dacron-cotton shirting, 45", 80% Dacron, 20% cotton, 16,000 yd.; same, except, 65% Dacron, 35% cotton. Quotation date March 29. Loan No. 240-H-028. U.S. source. Piraiki Patraiki, 8 Dragatsaniou St., Athens, 122. SBC-126.

### 228 Yarn, Thread Mills, Products

■ **TURKEY**—60-100 denier nylon yarn, semi-dull on metal, approx. 20,911 lb.; IL No. 2792. 60-70-100 denier nylon yarn, semi-dull on metal, approx. 74,851 lb.; IL No. 2679. Naylonteks Ticaret ve Sanayi A.S., Zeytinburnu, Demirhane Cad. No. 217, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date March 25. SBC-114.★

### 229 Textile Goods

**SYRIA**—Jute bags for wheat, barley, webbing. Direct purchase and agency. Elian & Rabbath (importer, commission agent), P.O. Box 561, Selim Jeanbart St., Aleppo. WTD 1/3/61.

### 230 Apparel

**See also SPECIAL TRADE LEADS.**

**KUWAIT**—Ready-made wear for women and men. Direct purchase and agency. Gulf, Post Box 174, Kuwait. WTD 4/6/63.

### 238 Apparel, Accessories

**FRANCE**—Handkerchief, except embroidered. Direct purchase and agency; requests replies in French. Ets. Albert Maillard (manufacturer), 20 Rue Sadi-Carnot, Avesnes-les-Aubert (Nord). WTD 3/5/63.

● **IRAQ**—Raincoats, waterproof texture, detachable hoods, single breasted, all-around belt, fly front, throat tab, detachable epaulettes, 5 button front, ventilated yoke back, check buggy lined, hood lined check, 2 piece raglan sleeve with tabs, inner cuffs with all-around elastic center vent to button one, 2 outside patch pockets, welt opening, 70" skirt seams double stripes, sewn and taped, 3 sizes, 5,000. Tender No. ORD/24/1964, bid deadline April 1. Terms and specifications obtainable for ID 0.500 ($1.40) per copy postpaid from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.

### 239 Fabricated Textile Products

● **IRAQ**—Tents, double fly, outer fly 23'x19', inner fly 20'x16', four walls 22'x5½', with accessories, approx. weight 400 lb., 700; tents, double fly, inner fly 14'x14', 2 ft. high, with accessories, approx. weight 180 lb., 1,300; tents,


U. S. DEPARTMENT OF COMMERCE

FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 105, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: Jackson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 2-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-4551.

CHEYENNE, WYO., 82001, 207 Maystic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4468.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 247-7808.

DALLAS, TEX., 75201, Room 3-104, Merchandise Mart, 500 South Ervay St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 438 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U. S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 286 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main Street. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 306, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Flr., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U. S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 New Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94011, Room 419, Customhouse, 555 Battery St. Phone: YUkon 6-3111.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St., Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

single fly, ridge length 14', wall heights 1', tent height 7', with accessories, approx. weight 160 lb., 200; tents, single fly, ridge length 8', curtain length 14', wall height 1', tent height 7', with accessories, approx. weight 80 lb., 800; tents, double fly, inner fly 7'x6' with curtains on sides and walls, height 1' 9", with accessories, approx. weight 40 lb., 800. Tender No. ORD/25/1964, bid deadline April 5. Terms and specifications obtainable for ID 0.500 ($1.40) per copy postpaid from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.

## 242 Sawmills, Planing Mills

■ **BOLIVIA**—Lumber and sawmill products, Douglas fir, according to "R" list export, 40% selected merchantable, 60% No. 1, merchantable anti-stain treated random lengths from 12 to 20', sizes 6x6" BM, 17,000 ft., 6x8", 100,000 ft., 6x10", 10,000 ft., 8x8", 70,000 ft., 8x12", 5,000 ft., 10x10", 20,000, 12x12", 13,000 ft. Similar quality will be taken into consideration. Invitation No. MOE-CMB-01-64. Loan No. 511-L-014. U.S. source. Bid dealine March 30. Ministry of National Economy, 1488 Camacho Ave., La Paz. Cable: MINECONOMIA, La Paz. Copies of detailed specifications, special instructions and bid forms may be obtained from Embassy of Bolivia, 1145 19th St. NW., Washington, D.C., Attn: Dr. Saenz. SBC-124.

**LIBERIA**—Hardboard, softboard. Swiss-African Trading Corp. (SATCO), importer, retailer, wholesaler, P.O. Box 115, Bushrod Island, Monrovia. WTD 10/5/61.

## 251 Household Furniture

**AUSTRALIA**—Tubular steel furniture, middle price range; furniture, general, middle price range, Furniture New Vogue (importer, manufacturer), 2628 Brown St., Newtown, N.S.W.

**PHILIPPINES**—Aluminum folding furniture for Philippine assembly and marketing; exclusive distributorship. A.L. Climaco Industries, Inc. (retailer), 240 Magallanes St., Cebu City. WTD 9/4/62.

## 262 Paper Mills, Products

**FRANCE**—Paper, all kinds. Box EZ-853-Q, Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

Paper, ground-wood, writing. Direct purchase and agency. Havez & Cie. (importer, sales agent), 158 rue Jean Jaurès, Croix (Nord). WTD 2/10/64.

● **NEW ZEALAND**—Various grades printing paper including white offset printing, 6100 reams; white opaque offset pirnting, 475 reams; pure white litho printing, 700 reams; cream esparts litho printing, 200 reams; white lithographic finish chart paper, 1046 reams; 1-sided book jacket chromo, 150 reams; flat sheets bond, 425 reams; matt ivory boards, 100 reams; reels white M.F. printing, 25,000 lb.; reels primerose bond, 200,000 lb.; reels white glazed mechanical printing, 300,000 lb.; reels M.F. or smooth finish esparts printing, 156,000 lb.; tracing paper and cloth, 34,600 sheets; white blotting, 695 reams; vegetable parchment, 50 reams; unbleached greaseproof, 1,105 reams; duplicating, 7 tons. Tender No. 820, bid deadline noon, March 27. New Zealand Government Printing Office, Waterloo Quay, Wellington. Specifications available from New Zealand Senior Trade Commissioner in the U.S., 1145 19th St., NW., Washington, D.C. 20036.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

## 263 Paperboard Mills, Products

**FRANCE**—Paperboard. Direct purchase and agency. Havez & Cie. (importer, sales agent), 158 rue Jean-Jaurès, Croix (Nord), WTD 2/10/64.

**JAPAN**—Shoe board and fibre board for shoe material, other shoe materials. Kayco Distributor Inc. (importer), No. 7 Nishihachobori 2-chome, Chuo-ku, Toyko.

## 264 Converted Paper, Paperboard Products

**See also SPECIAL TRADE LEADS on page 28.**

**FRANCE**—Paper gift wrapping, gummed, printing. Direct purchase and agency. Havez & Cie. (importer, sales agent), 158 rue Jean Jaurès, Croix (Nord), WTD 2/10/64.

**SOUTH AFRICA**—All kinds of high-grade stationery. Jacoby & Co. (Pty) Ltd. (importer, wholesaler, agency), P.O. Box 3455, Johannesburg. WTD 12/16/63.

Wallpaper, comprehensive range, on exclusive basis. Decor Wallpaper Co. (importer, wholesaler), P.O. Box 10140, Johannesburg. WTD 2/17/64.

## 265 Paperboard Containers, Boxes

**FRANCE**—Paper boxes, folding. Direct purchase and agency; requests replies in French. Havez & Cie. (importer, sales agent), 158 rue Jean Jaurès, Croix (Nord), WTD 2/10/64.

Paperboard, cardboard, all kinds. Trade Opportunities Staff, BDSA-111, Rm. 4203, Box EZ854Q, Department of Commerce, Washington, D.C. 20230.

## 281 Industrial Chemicals

**GERMANY**—35 tons of Phosphorus Pentasulfide in iron drums of 50 or 100 kilograms for immediate shipment. Price quotations on c.i.f. Hamburg basis. Chemische Fabrik Dr. Hugo Stoltzenburg, (importer, manufacturer), Schnackenburg Allee 167, Hamburg-Altona.

Synthetic resin for chemical, paint, lacquer industries. Requests replies from manufacturers only. Ludosa Drogen und Lackrohstoffe mbH., (importer, exporter), Deichstrasse 38, Hamburg 11. WTD 3/13/59.

**GREECE**—Chemicals used for refining olive oil, chemicals used in soap manufacturing industry. Direct purchase and agency. P.C. Trancadas (sales agent), 4 Irakliou St., Athens. WTD 8/19/63.

● **HONG KONG**—1,030 l.t. of hydrated lime in powdered form; 2 l-lb. samples to be submitted with bid. Tender No. Stores C/39/14/64, bid deadline March 26. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WOrth 7-2008).

● Aluminum sulfate, containing 14/15% sulfate of alumina, suitable for water treatment. Tender ref. Stores C/39/11/64, bid deadline, before noon March 26. Two 1-lb. samples of offered material are to be delivered to Contracts Office, Stores Dept., Oil St., North Point, Hong Kong. Tenders to Secretary, Tenders Board, Colonial Secretariat, Government Offices, Lower Albert Road, Hong Kong.★ (Telephone: 202-WO 7-3468).

■ **INDIA**—Inhibitor antioxidant, equal to Dupont 22, 10,200 lb.; catalyst fresh, 50 s.t.; RT-130A, metal deactivator, 2340 lb.; semi-polar organic corrosion inhibitor, equal to Kontol 118, 2750 lb.; tetra ethyl lead, 870 drums, 770 lb. per drum. Ref. No. 51(275)/63-082-Aid.III. IL No. P/AU/1227217C/DL/18/C/B/18. Quotation date March 27. Loan No. 386-H-082. U.S. source. Esso Standard Refining Co. of India, Ltd., P.O. Box 355, Bombay 1. Quotations should be addressed to: Mr. F. Rowley, Esso International, Inc., New York, N.Y. SBC-119.★

**NETHERLANDS**—New organic chemical products; exclusive agency or direct purchase for The Netherlands and/or Europe. Chemolanda N.V., (importer, wholesaler, exporter, agent), 14 Elandstraat, The Hague.

■ **TURKEY**—Scotchgard textile chemical FC. 208, or equal, a fluorochemical man-made union of carbon and fluorine, stain and water repeller made by Minnesota Mining & Manufacturing Co., St. Paul, Minnesota. $20,000. IL No. 850. Altinyildiz Mensucat Fabrikasi, A.S., Eyup-Defterdar, Kral Kizi Sok. No. 95/97, Istanbul. Cable: ALYILMEN, Istanbul.

■ Caustic soda solid, 98/99% in 300 or 400 kilo drums, fob, $14,800. IL No. 24/02303. Bossa Ticaret ve Sanayi Isl. T.A.S., Karsiyaka, Adana.

Loan No. 277-H-043. U.S. source. Quotation date March 25. SBC-114.

**VIETNAM**—Chemicals for making printing inks and stencil papers. Viet-Nam Muc Pham Co-Xuong Cong-Ty, (manufacturer), (Viet-Nam Printing Ink Manuacturing Co. Ltd.), 201-211 Nguyen Thai Hoc, Saigon.

■ Sodium carbonate, soda ash, for glass industry, on scheduled liners only, 500 tons, within 5 weeks after receipt of Letter of Credit; 500 tons, one/two months after first shipment. Bidders to furnish offers in the shape of a proforma set of invoices, 6 min., showing clearly total fob vessel price and ocean freight. Cong Ty Thuy Tinh Viet Nam, 6 Hai Ba Trung, Saigon.

■ Anhydrous ammonia, filled in steel cylinders of importer, 121,400 kg. Societe D'Oxygene & D'Acetylene D'Extreme Orient, 1-3 Nguyen Truong To, Saigon.

■ Trimethylolpropane, pure, for manufacturing synthetic resins and paints, 110,000 lb. Ets. Bui Duy Can, 84 Hong Thap Tu, Saigon.

■ Polyamide resin for extrusion of monofilament, 22,000 lb. To Hop Tran Phuc Phat, 13 Le Quang Liem, Cholon.

■ Polyethylene resin, standard grades for film extursion, low density, natural color, 44,000 lb.; same, off-grade, 44,000 lb.; Polypropylene for extrusion, and off-grade, 22,000 lb. each; plaskon nylon for the extrusion of monofilament for fishing lines and nets, 44.000 lb. To Hop Pham Hiep Cong Ty, 114-A Tran Quang Khai, Saigon.

All limited world wide (901) source. Quotation date March 31. Offers reviewed on c&f basis; fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC 126.

## 282 Synthetic Materials

**ITALY**—Synthetic rubber, used in manufacture of soles. Calzaturificio Veneto e Industria Gomma Silon (manufacturer), Via Savonarola 38, Padova. WTD 1/16/64.

■ **KOREA**—Raw materials for plasticizer, 2-

ethylhexyl alcohol, approx. 20 m.t.; butanol, 10 m.t.; phthalic anhydride, 15 m.t.; c&f or cif Pusan and/or Inchon by U.S. flag vessel. Quotation date March 31. Aekyung Fats and Oils Processing Co., Ltd., I.P.O. Box 1402, Seoul. Cable: AEKYUNGOIL. Ref. No. FFO-SAI-4-35. Limited world wide (901). Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-126.

■ Raw materials for plasticizer, 2-ethyl-hexyl alcohol, tech. grade, 98% up, 25 m.t.; N-butanol, 98% up, 5 m.t.; phthalic anhydride 98% up, 25 m.t. Ref. No. FFO-SAI-4-33. Tong Shin Electrical & Mechanical Products Co., Ltd., No. 601 Shiundong, Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul.

■ Phthalic anhydride, tech. grade, 10 m.t.; butanol, normal, 25 m.t. Ref. No. FFO-SAI-3-34. Kunsul Chemical Ind. Co., Ltd., 588 Kayadong, Pusanjin-Ku, Pusan. Cable: PAINTSWALLOW, Seoul.

■ Phthalic anhydride, 99.5% up, 4 m.t.; maleic, same, 3 m.t.; crude glycerine, glycerol, 80% up, 5 m.t.; Benzoic acid, white flake, 1 ton; triphenyl phosphite, ½ m.t.; naphthenic acid, 1 ton; tung oil, tech. grade, 3 m.t.; penta-Erythritol, 94% up; 2 m.t.; linseed oil, ref., for alkyd resin, 10 m.t.; soybean oil, 5 m.t.; oiticica oil, ASTM Specn., 5 m.t. Ref. No. FFO-SAI-4-36. Pooheung Chemical Mfg. Co. Ltd., 284-1 Noryang, Pusanjin-Dong, Yongdongpo-Ku, Seoul. Cable: POOCHEMCO, Seoul.

PA No. 489-356-3008. U.S. source (for fats and oils); limited world wide (901), chemicals. Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section, and to Director, U.S. AID, c/o American Embassy. Seoul. C&f or cif Pusan/Inchon, 100% U.S. flag vessel. SBC-126.

■ **TURKEY**—SBR 1551, elastomer used in tire industry, 80 bales, styrene butadiene, synthetic rubber; SBR 1500, same, except emulsifier, rosin acid stabilizer, staining coagulant salt acid; SBR 8202; same, except mixed acid, stabilizer staining coagulant salt acid, polymer 100 pts., oil hiar 50 pts.; $11,000. IL No. 2868. Loan No. 277-H-043. U.S. source. Quotation date March 25. U.S. Royal Lastik Turk A.S., Findikli Han Kat 2, Findikli, Istanbul. Cable: RUBEXPORT. SBC-117.

## 283 Drugs

**See also SPECIAL TRADE LEADS on page 28.**

● **IRAQ**—155 items of analgesics, antibiotics such as: acetylsalicylic acid, ½ gm. B.P., 300,000 tablets; A.P.C. B.P.C. tablets, 200,000 tablets; A.P.C. w/codeine B.P., 100,000 tablets; similar quantities of tablets including ipecac and opium; ephedrine hydrochloride; irgapyrine or similar; isoniazide; P.A.S., 2 million tablets; reserpine; and sulfaguanidine, 200,000 tablets. Various vitamin preparations such as: Vitamin B-1; B complex; C; ferrous gluconate; A & D B.P.C.; A Forte. Assorted anticholinergics; meprobamate; digoxine, sulfas. Various antibiotics, including: tetracycline, chloramphenicol, several penicillins and combinations; also streptomycin and dihydro in quantities from 200 to 60,000 vials, 20,000 to 30,000 capsules; assorted narcotics, analgesics, antipyretics: pethidine and morphine ampoules, prednisolone tablets, irgapyrine or similar ampoules. Injectables such as iron, liver extract, distilled water; vitamins B-1, B-12, B complex; C; chloramphenicol. Assorted medicinals in powder form such as gentian violet, camphor, calamine, zinc sulfate, sodium and potassium bromide B.P., codeine phosphate B.P., ephedrine HCL B.P. Assorted tinctures: ipecac, camphor, senega, nux vomica, cascara, iodine mitis B.P., bella donna and hyocamous B.P. Solutions in 1,000 bottle quantities, sulfacetamide Ophth drops, tetracycline suspension: antibiotics in ointment form, such as tetracycline, chloramphenicol, penicillin; prednisolone, other antirheumatic, antifungal, antihistaminic topicals. Miscellaneous medical items including zinc adhesive plaster, plaster of paris, ether anesthetic, 200 clinical thermometers; caster oil, cod liver oil. Tender No. 4/64, bid deadline May 3. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

**JAPAN**—Blood plasma and blood bank products especially Gamma Globulin. Shin Nippon Yakugyo Co., Ltd. (wholesaler), No. 14, 1-chome, Nihonbashi Honcho, Chuo-ku, Tokyo. WTD 2/20/64.

■ **KOREA**—Calcium D Pantothenate, 10 kgs., inositol NF, 50 kgs. vitamin C uncoated, USP, 225 kgs. Quotation date March 30. Ref. No. FFO-SAI-4-3A. PA No. 489-370-901-356-3213. Limited world wide (901). Korea Pharmaceutical Ind. Association, 181 Kwanchul-Dong, Chongro-Ku, Seoul. SBC-126.

**NETHERLANDS**—New organic pharmaceutical products; exclusive agency or direct purchase for The Netherlands and/or Europe. Chemolanda N.V. (importer, wholesaler, exporter, agent), 14 Elandstraat, The Hague.

■ **VIETNAM**—Dihydrostreptomycin sulfate, 25,000 vials; streptomycin sulfate, 11,000 vials; combiotic 4, ½ gr., 22,000 vials; same 1 gr., 3,600 vials; terramycin capsules, 380 boxes; sigmayicin caps., 350 boxes; terracortril oint., 750 tubes. Viet Nam Y Duoc Cuoc, 143 Yen Do, Saigon.

■ Chloramphenicol Levogvre, 200 kg.; same, palmitate, 150 kg. Laboratoire Tenamyd, 42 Nguven Thai Hoc, Saigon.

Limited world wide (901). Quotation date March 31. Interested suppliers may contact the buyers for additional information. Subject to AID pharmaceutical regulations. Offers reviewed on c&f basis only; fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer should be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-122.

■ Tetracycline hydrochloride powder, 200 kg.; sulfadiazine, sulfamethazine, sulfamerazine, USP powder, 540 kgs. each. Subject to AID pharmaceutical requirements. Laboratories Kim, 1 Gao Thang, Saigon. Limited world wide (901). Quotation date March 31. Offers reviewed on c&f basis only; fob and freight costs indicated separately. Freight 100% U.S. flag vessel. Copy of each offer should be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-126.

## 284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

**See also SPECIAL TRADE LEADS on page 28.**

**GREECE**—Cosmetics, perfumes, toilet preparations. Requests replies from manufacturers with price quotations. Direct purchase and agency. Isaac Hasson, 39 Frangon St., Thessaloniki.

## 287 Agricultural Chemicals

**FRANCE**—Fertilizers, insecticides, fungicides, products of good quality for protection and treatment of fruit trees grown in southwest France. Agency and distributorship, and, eventually, direct importation in limited quantities; requests replies in French. Maurice Hugonnet, (retailer, sales agent, distributor, commission merchant), Place Royale, Moissac. Tarn-et-Garonne. WTD 2/17/64.

**INDONESIA**—Fertilizer in 1,000 m.t.: Ammonium sulphate 165; urea 80; double superphosphate 50; triple superphosphate 15; agrophos 30; ammonium phosphate 16/20, 40; dimonium phosphate 1.5. Requests quotations f.o.b. and c&f Djakarta. P.N. Tri Bhakti, (importer, wholesaler, retailer), 94-96 Djalan Kramat Raya, Djakarta. WTD 4/5/63.

● **IRAQ**—Malathion, 50% E.C., 20,000 liters. Tender No. 6/64, bid deadline March 29. President, Central Foreign Purchasing Board in the Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3910).

## 289 Chemical Products

**GERMANY**—Resin foam for insulation purposes. Direct purchase and agency. Adler Kuehlanlagen K.G. (importer, wholesaler), Spaldingstrasse 160b, Hamburg 1. WTD 2/12/64.

## 299 Products of Petroleum, Coal

**SYRIA**—General line of lubricants. Direct purchase and agency. Mounir Hinedi (importer, wholesaler, retailer), P.O. Box 441, Bustan Gul-Ab, Aleppo. WTD 2/10/64.

## 301 Tires, Tubes

**SYRIA**—General line of bus, farm tractor, passenger car, truck tires, tubes. Direct purchase and agency. Mounir Hinedi (importer, wholesaler, retailer), P.O. Box 441, Bustan Gul-Ab, Aleppo. WTD 2/10/64.

## 306 Fabricated Rubber Products

**SINGAPORE**—Friction tape, material for industrial and heavy equipment. Importer, exporter, wholesaler, retailer and indent agent requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Acme Engineering Co. Ltd. (importer, exporter, wholesaler, retailer), 89 Kallang Rd., Singapore 8, Malaysia. WTD 3/6/62.

■ **VIETNAM**—Hard rubber battery containers, various Nos., total 4,700; covers for same, 17,920. Limited world wide (901). Quotation date March 31. Vietnam Development Co., S.A., 277 Ben Binh Dong, Saigon. Offers will be reviewed on c&f basis only; fob and freight costs must be indicated separately. Freight 100% U.S. flag vessel. Copy of each offer should be sent to Director General of Commerce, 59 Gia Long, Saigon. SBC-126.★

## 307 Plastics Material

**ECUADOR**—Vials, ampules, bottles, collapsible tubes for varied pharmaceutical line. Prices cif Guayaquil. Acromax—Laboratorios Químicos Farmacéuticos S.A.; Sucre 511, P.O. Box 4011, Guayaquil. WTD 1/7/64.

**GREECE**—Plastic parts and materials for furniture industry. Requests replies from manufacturers with brochures and price quotations. Theodoros Tsaoussoglou (manufacturer), 33 Filippou St., Thessaloniki.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

## 314 Footwear, except Rubber

**JAPAN**—Shoes, men's, women's, children's; also buck's toe. Kayco Distributor Inc. (importer), No. 7 Nishihachobori 2-chome, Chuoku, Tokyo.

## 316 Luggage

**SOUTH AFRICA**—High-grade luggage, except leather. High-grade leather luggage. Jacoby & Co. (Pty) Ltd. (importer, wholesaler, agency), P.O. Box 3455, Johannesburg. WTD 12/16/63.

## 322 Glass, Glassware, Pressed or Blown

**ECUADOR**—Vials, ampules, bottles, collapsible tubes, glass containers for pharmaceutical line. Prices cif Guayaquil. Acromax—Laboratorios Quimicos Farmacéuticos S.A.; Sucre 511, P.O. Box 4011, Guayaquil. WTD 1/7/64.

**FRANCE**—Glassware: table, kitchen, home decoration. Direct purchase and agency; requests replies in French. Cristallerie du Val D'Andelle (dealer), 37 rue du Paradis, Paris 10. WTD 10/29/62.

**SOUTH AFRICA**—High-grade glass vases, ash trays, decanters, drinking glasses in boxed sets or carriers. Jacoby & Co. (Pty) Ltd. (importer, wholesaler, agency), P.O. Box 3455, Johannesburg. WTD 12/16/63.

## 324 Cement

**LIBERIA**—Cement. Swiss-African Trading Corp. (SATCO) (importer, retailer, wholesaler), P.O. Box 115, Bushrod Island, Monrovia. WTD 10/5/61.

## 326 Pottery

**FRANCE**—Porcelain ware: table, home decoration. Direct purchase and agency; requests replies in French. Cristallerie du Val D'Andelle (dealer), 37 rue du Paradis, Paris 10. WTD 10/29/62.

## 329 Abrasive, Asbestos, Nonmetallic Mineral Products

■ **KOREA**—Magnesite clinker, dead burned Mgo. 83% up, 74 m.t.; c&f Inchon or Pusan, fob price, shipment 100% U.S. liner. Ref. No. FFO-SAI-4-37. Quotation date March 30. Dai Han Iron & Steel Works, No. 69 Kochok-Dong, Yungdungpo-Ku, Seoul. PA. No. 489-356-3008. Limited world wide (901). Copies of all offers made should be sent air mail to Bank of Korea, Attn: AID Section and to Director, U.S. AID, c/o American Embassy, Seoul. SBC-126.

**LIBERIA**—Acoustic tiles; asbestos sheets and pipes in all dimensions. Swiss-African Trading Corp. (SATCO), importer, retailer, wholesaler, P.O. Box 115, Bushrod Island, Monrovia. WTD 10/5/61.

## 331 Steel Mill Products

**AUSTRALIA**—About 200 ft. of stainless steel strip or sheet ⅛"x14" 17%-18% chrome and 8%-7% nickel. In other words 18-8 or 17-7. Ultimate tensile strength of 175,000 p.s.i., yield point—135,000 p.s.i., 7% elongation in 2 inches, A.I.S.I. type 302, ¾ hard or precipitation hardening. Attn: Mr. Ferrett. Evans Deakin Ltd., Ryan House, 233 Charlotte St., Brisbane, Queensland. WTD 7/13/63.

Plate thickness: .144" 9 gauge, .160" 8 gauge, .1875" 3/16", .250" ¼"; sheet sizes: 44"x13', 46"x13'6", 48"x14', 51"x12'9", 53"x 13'4", 29"x14'6"; specification, designation S-1067, ladle analysis limits %, carbon .63/.73, phosphorus .05 max., manganese .65/.90, sulphur .05 max., approx. min. tensile strength t.s.i., hot rolled 47, approx. min. Brinell hardness, hot rolled 212. Napier Bros. Ltd. (manufacturer), Bunya St., Dalby, Queensland. WTD 2/12/64.

■ **INDIA**—Steel strip, deep draw, cold rolled, aluminum killed, 6 tons; strip stock, same, 2.5 tons, same, various shear widths, total 16.5 tons; cif Bombay basis. Ref. No. DC/217/BDL/387. IL No. P/RM/001593/R/DL/18/S/D/17/45/1377. American Universal Electric of India, Ltd., 40F, Connaught Place, New Delhi 1.

■ Hot rolled black plain mild steel sheets, corresponding to BS 1449-EN2, pickled, suitable for use on electrical switchboard panels, 8 ft. x 4 ft., 10, 12, 14 SWG, total 195 tons. Process includes shearing sheets to required sizes, forming and bending to shapes required, notching, punching and drilling. C&F Madras port. The Mysore Electrical Industries, Ltd., Post Box No. 1601, Bangalore, Tumkur Rd., Bangalore 12. Cable: EMEEAI, Bangalore.

■ Cold rolled grain oriented electrical steel sheets, grade U.S.S. transformer 66 AISI Type M-6, full stress relief and annealed, maximum core loss value .50 watt per lb. at 50 cycle, 15,000 gausses, sheets .013"/.014"x30"x120" or in coils .013"/.014"x30:/31" wide, f.a.s. port or c&f Calcutta. Ref. No. DC/217/BDL/386. IL No. P/RM/000618/R/DL/S/D/17/45/638. The General Electric Co. of India Pvt. Ltd., 58 Taratalla Rd., Calcutta 24. Cable: GECWORKS, Calcutta.

All for Loan No. 386-H-082. U.S. source. Quotation date March 31. SBC-117.★

■ Chrome vanadium steel, to certain chemical analysis; bars, rounds, flats, in random lengths of 18/20 ft., total 93 m.t.; cold rolled bars, same, round, 12 mm, 24 mm, 13x16, 13 m.t. Ref. No. DC/217/BDL/368. IL No. P/RM/001309/R/DL/18/S/D/17/45/427. Loan No. 386-H-082. Quotation date March 27. Gedore Tools, India, Pvt., Ltd., 151, Golf Links, New Delhi. U.S. source. SBC-117.★

■ Forging bars and billets, rolled black condition, suitable for shearing, forging, stamping, upsetting purposes, various specification numbers, sizes and large quantities in kilos. Subject to GSA Defense Materials services procedure. Ref. No. DC/217/BDL/376. IL No. P/RM/002444/R/DL/18/S/D/17/45/233. Quotation date March 30. Hindustan Motors, Ltd., Uttarpara, Hooghly. Cable: HINDMOTOR, Uttarpara. All quotations should be addressed to Hindustan Motors Ltd., c/o American East India Corp., New York, N.Y., with one copy to buyer in India.★

■ Tin mill black plate rejects in 30/31 USG, deep drawing quality in 1.2 or 3 tempers, assorted to size and gauge, 18x24" and larger, original mill packed; c&f Bombay. Subject to GSA Defense Materials services procedure. Ref. No. DC/217/BDL/377. IL No. P/RM/002099/R/DL/18/S/D/17/45/798. Quotation date March 30. Central Stores Raja Toys Co., 33 Deputy Ganj, Delhi 6. Cable: DINESH, Delhi.

■ N.P.K. wire, inter-annealed, soft drawn, tensile 25/32 tons sq. in., chemical analysis, C. .11/.16%, Mn. .50/.65%, Si .015% max., Su .05% max., ph .05%, size .109/.110 8 tons, .131/.132, .150/.151, 5 tons each. Coil weight should be in the region of 135 kg. with internal dimension of coil not less than 32", not more than 36/38". Should be suitably wrapped with protective material such as hessian. Ref. No. DC/217/BDL/365. IL No. P/RM/000844/R/DL/18/S/D/17/45/229. Guest, Keen, Williams, Ltd., 41 Chowringhee Rd., Calcutta 16.

■ SAE 52100 bearing quality steel forged balls, healed and flashed, 11/16", 10,000 lb., ¾", 17,000 lb. Ref. No. DC/217/BDL/379. IL No. P/RM/002515/R/DL/18/S/D/17/45/832. Quotation date March 29. National Engineering Industries, Ltd., Jaipur. All quotations and inquiries should be submitted to American East India Corp., 25 Broadway, New York, N.Y., with one copy to the buyer.

■ Cold rolled close annealed single pickled, oiled, extra deep drawing sheets, Rockwell B-40 hardness, 9x4', 3 mm., suitable for manufacturing flanges for drum closures, approx. $18,400. Quotation date March 28. Indian Die Casting Co., Pvt., Ltd., 5 Synagogue St., Calcutta 1. Cable: HEVYCAST, Calcutta.

■ Tool and alloy steel 42 Cr Mo 4 to DIN 17210, 30 mm dia. 500 kgs., 40 mm, 1500 kgs; tool and alloy steel 15 Cr 3 to DIN 17210, 40 mm, 200 kgs., 63 mm, 100 kg., 71 mm, 50 kg; 16 mm Cr 5, to same, 18 mm to 100 mm dia., total 18,950 kg. Ref. No. DC/217/BDL/374. IL No. P/RM/002538/R/DL/18/S/D/17/45/1007. Quotation date March 30. J.K. Steel Ltd., 7 Council St., Calcutta 1. Cable quotations acceptable.★

■ Cold rolled, guaranteed vitreous enamelling grade CR3/VE/extra deep drawing, per Specn. BS. 1449EN 2A, sizes 1275 mm x 1000 mm. x 20 BG, duly packed in metal packages of approx. 3500 lb., $10,500; cold rolled general purpose extra deep drawing m.s. sheets, CRI/GP to BS.1449EN 2al, sizes, same, except 22 BG, approx. $4,200; cif. Ref. No. DC/217/BDL/380. IL No. P/RM/000559/R/DL/18/S/D/17/45/254. Ref. No. DC/217/BDL/380. IL No. P/RM/000559/R/DL/18/S/D/17/45/254. Quotation date March 29. Philips India Ltd., 7 Justice Chandra Madhab Rd., Calcutta 20. Cable: PHILILITE, Calcutta.

■ Steel tape, used for armouring power cables, to ASTM A109-62T; galvanized steel tape; galvanized steel wire; various sizes, descriptions, quantities; cif Bombay. Ref. No. DC/217/BDL/383. IL No. P/RM/002406/R/DL/18/S/D/17/45/1430. Oriental Power Cables, Ltd., P.O. Cablenagar, Stn. Alnia, Dt. Kota, Rajasthan. Cable: POWERCABLES, Bombay. Quotation date March 29.

■ Open hearth killed steel ST 70, C-0.05%, P, 0.06%, S, 0.05%, tensile strength 70-85 kg/mm$^2$; yield point, 35-37 kg/mm$^2$, elongation, 10% various sizes mm round, approx. 57 tons, 22 mm hexagonal, 100 kg. Quotation date March 30. J.K. Steel Ltd., 7 Council House St., Calcutta 1. Cable quotations acceptable. IL No. P/RM/002539/R/DL/18/S/D/17/45/1007. Ref. No. DC/217/BDL/375. Loan No. 386-H-082. U.S. source. SBC-112.★

■ Carbon chrome spindle steel, for the manufacture of spindle blades of ring frames for textile yarn. To certain analysis, tolerance and hardness 200 to 240, size 3/8", 8 m.t., 7/16", 5 m.t. Steel must be spheriodized annealed, have good machineability and be in "as revised condition." Ref. No. DC/217/BDL/381. IL No. P/AU/001215/R/DL/17/S/B/17/46/137. Loan No. 386-H-082. U.S. source. Quotation date March 29. National Machinery Mfgrs. Ltd., Kalwe, Thana, Maharashtra State. SBC-119.

■ Asphalt barrel drumsheet, prime, cold rolled, commercial quality, oiled, open hearth, to ASTM-A-366-58T, 1713 l.t., 21, 24 BG, 36x63", 45x67½", 36x63; 45x67½", or alternates; cif Bombay. At least 60% total tonnage shipped by U.S. flag vessel, balance Indian flag vessel. Insurance to cover all, including war risk. Packed in bundles, max. 3 to 4 tons each, single waterproof paper wrapped, metal covered on wooden skids. Ref. No. DC/217/BDL/371. IL No. P/AU/000858/R/DL/17/S/B/17/47/14. Quotation date March 29. Esso Standard Refining Co. of India, Ltd., P.O. Box 355,

Bombay 1. Quotations should be submitted to: Mr. F. Rowley, Esso International, Inc., New York, N.Y.

■ Medium carbon steel bars to AISI No. C-1045, fine grain multiple restrictive requirements quality, hot rolled annealed, random lengths of 13 to 15 ft., Brinell hardness max. 206, grain size 5 to 8 according to ASTM standards; nickel chrome molybdenum case hardening steel bars to AISI Specn. E-4315, modified, hot rolled, annealed, machine straightened, standard AISI tolerances, in random lengths of 15/20 ft.; chrome nickel alloy steel bars to AISI Specn. E-4340H, electric furnace, hot rolled, annealed, machine straightened, standard AISI tolerances, random lengths 12/15 ft., hot sawed ends; high speed steel to AISI M15 or AISI T4; high speed steel to AISI M3; tool steel to AISI D3, long list of items, various sizes, descriptions, quantities. Subject to GSA Defense Materials Services procedure. C&f Bombay. Ref. No. DC/217/BDL/384. IL No. P/RM/000081/-82/R/DL/18/S/D/16/45/1176. Quotation date March 31. Hindustan Machine Tools Ltd., P.O. Pinjore, Distt. Ambala. Cable: HINDTOOLS CHANDIGARH.

■ Mild steel sheets, cold rolled, cold reduced, pickled, bright annealed, thickness 14Gx7′ L x 3′W, packed in bundles, weighing not more than 2,000 kgs., suitable for manufacture of switchboard panels, $13,600. Ref. No. DC/217/BDL/388. IL No. P/RM/000270/R/DL/18/S/17/45/226. Quotation date April 3. Electric Construction & Equipment Co., Ltd., Division, E.C.E. Switchgear & Lift, P.O. Parbangla, via Batanagar, Dist. 24, Parganas. Cable: LIFTS, Batanagar. Cif Madras port basis.

■ Bright cold heading quality round wire to C1038, coarse grain spheroidized at finished size, cleaned and phosphate coated tensile 75,000 PSI max., brinnel hardness 149 max., in coils approx. 500 lb. each, 26″ o.d., wrapped in hessian cloth, 4,000 kgs. To certain chemical analysis and size. Quotation date April 5. Motor Industries Co., Ltd., Post Box No. 93, Bangalore 1. Cable: MICODIESEL, Bangalore.

■ M.s. plates, Lloyds tested, grade "A," size 8,000 mm x 1,750 mm x 8 mm; $8,800. Ref. No. DC/217/BDL/389. IL No. P/RM/002110/R/DL/18/S/D/17/45/1. Quotation date April 4. Alcock, Ashdown & Co., Ltd., 16 Bank St., Bombay 1, BR. Cable: MORRISONS, Bombay.

All for Loan No. 386-H-082. U.S. source. SBC-118.★

■ **INDIA**—Raw material for Jeeps, open hearth, killed, fine grain size, hot rolled bars and billets for forgings, to ASTM E19, between 5 and 8 paintmarked 'White' at one sheared end of each bar, in random lengths 10/14′, all oiled, AISI C 1040, 3¼″ sq., 235 l.t., AISI C 1035, 1½″ dia., 38.60 l.t.; open hearth fine grain, hot rolled, free cutting bars and billets for forging, to ASTM E19, between 5 and 8, paintmarked 'Blue' at one sheared end of each bar, random lengths, 10/14, oiled, to SAE 1140, 1141, 1 13/16″ 1½″ dia., 3″, 1⅝″ sq., total 159.35 l.t.; open hearth or electric process, killed, fine grain, hot rolled bars and billets for forgings, ASTM E19, between 5 and 8, paintmarked 'Red', same, SAE 4027, 1¾″, 1⅛″ dia., total 75.90 l.t.; same, but marked 'Yellow', to SAE 862 HJ5-23/37, 2⅛″ dia., 40.20 l.t. All to certain general instructions. Ref. No. 61(2)/63-082/AID(1). IL No. A.54-6822/62/AU-DW/CCI/HQ/RM. Loan No. 386-H-082. U.S. source. Quotation date April 8. Mahindra & Mahindra, Ltd., Cecil Court, Landsdowne Rd., Bombay 1. Cable: PALITJEEPS, Bombay. Cabled quotations must be immediately confirmed in writing. SBC-124.

● **IRAN**—Pipe, steel, 1,500 pieces, 96/100x 1540 mm; 500 pcs. 96/100x1440 mm; 600 pcs. 95/100x1105 mm; 2,000 pcs. 95/102x1120 mm; 1,000 pcs. 76/80x1262 mm. Bid deadline April 17. Iranian Sugar Factory, Estakhr Ave., Tehran. Tender announcement in English, specifications in French.★ (Telephone: 202-WO 7-2363).

● **IRAQ**—Galvanized wire, 8 S.W.G. (0.-156″), 90,000 lb. coils of 1 cwt. net each, wrapped with gunny bag bands for protection, for making 4-gal. can handles. Tender No. 7/64, bid deadline April 7. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202 WO 7-2363).

**IRAQ**—Reinforcing steel bars; 5,000 to 6,000 tons if prices are competitive with European suppliers. Mr. E.S. Mussaffi, Manager, Iraqi Trading Enterprises, W.L.L., importer, wholesaler, retailer, P.O. Box 214, 19/112 Bab al Agha, Baghdad. WTD 8/6/63.

**LIBERIA**—Galvanized steel pipes of ½″-2½″ dimensions; reinforced steel rods of ¼″-1¼″ dimensions. Swiss-African Trading Corp. (SATCO), importer, retailer, wholesaler. P.O. Box 115, Bushrod Island, Monrovia. WTD 10/5/61.

■ **PAKISTAN**—G.I. steel pipe, standard weight, both ends threaded with American standard threads, coupling at one end, other end protected, 4″ dia., 6,500 ft., 6″ dia., 1,000 ft. Bid deadline March 28. Tender No. VA-7/SA/68096/3/63. Government of Pakistan, Dept. of Investment Promotion & Supplies, Karachi. Loan No. 391-H-066. U.S. source.

■ Pig iron, 720 tons. Tender No. 214 (Commodity Aid) 64-Loan 5 Reimbursement basis (P.7). Bid deadline March 30. To be financed by a loan not yet authorized. Pakistan Western Railway, Chief Controller of Purchase, Lahore. Detailed specifications may be obtained from Consulate General of Pakistan 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-122.

■ Galvanized plain steel sheets, 1.25 oz. zinc coating per sq. ft. on both sides, prime commercial quality; 3′x8′; 16 BG, approx. 10 T.; 24 BG, approx. 20 T.; 30 BG, approx. 20 T. S/A No. 362767. 100% U.S. flag vessel. Suhail Bros., Rahim Rd., Misri Shah, Lahore W.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3′x8′; BG 24, 26, 28, 30; $10,500. S/A No. 367528. M. Hakim Ali, Nishat Rd., Multan.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3′x8′; BG 24, 26, 28, 30; $10,500. S/A No. 367527. M. Chanan Din., Nishat Rd., Multan.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3′x8′; BG 24, 26, 30; $10,500. S/A No. 365564. Abdul Ghani s/o Haji Mohd Ishaque, Nishat Rd., Multan City.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3′x8′; BG 24, 26, 30; $10,500. S/A No. 367526. Aleem-ud-Din Chotay Khan, Nishat Rd., Multan City.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3′x8′; BG 24, 26, 30; $10,500. S/A No. 365153. Malik Nazir Ahmad, 161 Azam Cloth Market, Lahore.

■ M.s. plates, hot rolled, commercial quality, mill edge, 4′x8′, to ASTM-A-415-58T, regular quality, ⅛″; $10,500; c&f Karachi. Prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight quoted separately, 100% U.S. flag vessels. S/A No. 368352. M. Hassan & Bros., Badami Bagh, Lahore.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 27. SBC-120.

■ Galvanized corrugated steel sheets, 1.25 oz. zinc coating, prime quality; 10/3″ corrugated, 3′x6′/10′; BG 24, 26; $10,500. IL No. 273056. U.S. source. Quotation date April 2. To be financed by a loan not yet authorized. M/s. Tajani Trading Co., 182/2 Jubilee Rd., Chittagong, Cable: BESTANING, Chittagong. SBC-117.

■ CRCA sheets, to ASTM-A-366-58T, 36″x96″, BG 30; $5,250. Galvanized plain steel sheets, to ASTM-A-361-58T, 36″x96″, BG 30; $5,250. Export packed; prices per l.t., particulars of packing for each item to be indicated, fob/fas cost and freight to be quoted separately; 100% U.S. flag vessels, Conference Line steamers plying on direct Mediterranean route. IL No. 337358. Sarfraz Khan, Campbell St., Karachi.

■ M.s. girders, commercial quality, to ASTM-A-7; 30/40 long; 6x3⅜″, 5″x3″; $4,200. M.s. plates, commercial quality, soft, to SAE 1010 or ASTM-A-415-58T; 8′x4′; ¼″, 3/16″ thick; $6,300. IL No. 243698. Husaini Metal Mart, Muradkhan Rd., Karachi.

■ Galvanized corrugated sheets, commercial quality, 1.25 oz. zinc coating, bright, soft, to ASTM-A-361-59T; 10/3″x8′; BG 26; approx. 20 T. M.s. plates, commercial quality, soft, to ASTM-A-415-58T or SAE 1010; 4′x8′; ⅛″, 3/16″, ¼″ thick; approx. 35 T. IL No. 354556. Arat Corp., Ltd., Mooriswala Girls High School Bldg., Campbell St., Karachi 2.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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■ M.s. plates, soft, commercial quality, to ASTM-A-415-58T or SAE 1010; 8′x4′; thickness ⅛″, $4,200; ¼″, $3,150; c&f. M.s. sheets, CRCA, pickled and oiled, commercial quality, to ASTM-A-366-58T; 8′x3′ or 8′x4′; BG 16; $3,150. IL No. 254779. Kassamali Mohammedali, Faiz-e-Husaimi Bldg., Jairam St., Arambagh Quarters, Karachi.

■ Nail wire, gauges 6-20, to SAE 1010/1018; approx. $6,800. IL No. 377951. M/s. Crown Steel Industries, Lawrence Rd., Near Nasarwanji Flour Mill, Karachi.

■ M.s. black annealed wire, round, to standard American specification, commercial quality; gauges 1, 2, 3, 4; approx. 15 T. M.s. sheets, CRCA, pickled and oiled, commercial quality, to ASTM-A-366-58T; 8′x3′; BG 18, 20, 22, 24, 26; approx. 40 T; c&f. IL No. 376032. Karachi Industrial Corp., Juna Dhobi Ghat, Padshahi Rd., Karachi 3.

■ Galvanized iron plain sheets, coating 1.25; BG 26, 30; to ASTM-A-361-59T; $10,500; c&f IL No. 354623. M/s. Mohammed Yusuf, M. 61, Iqbal Cloth Market, Bunder Rd., Karachi.

■ Galvanized plain iron sheets, commercial quality, to ASTM-A-361-59T, zinc coating approx. 1.25 oz. per sq. ft. both sides; 8′x3′; BG 24 and/or 26, 30. Steel sheets, cold rolled, commercial quality, to ASTM-A-366; 8′x3′; BG 26. Mild steel plates, commercial quality; 8′x4′; thickness ⅛″ and/or 3/16″, ¼″; $10,500. IL No. 383456. Messrs. Ashraf Noor Mohammed, 99A Gordhandas Market, Salehmohamed St., Karachi 2. Cable: KAUNAIN.

■ Galvanized plain sheets, commercial quality, 1.25 oz. coating, bright, to ASTM-A-361-59T; 8′x3′; BG 24, approx. 5 T; BG 26, approx. 8 T.; BG 30, approx. 8 T. M.s. sheets, CRCA, pickled and oiled, commercial quality, to

ASTM-A-366-58T; 8'x3'; BG 18, 20, 22, approx. 9 T. each. IL No. 337352. Adamali Yusufali Jesarwala, Ireland Rd., Lawrence Rd., Karachi.

■ Galvanized plain sheets, commercial quality, 1.25 oz. zinc coating, width 2' and up, length 4' and up; m.s. sheets, commercial quality, width 2' and up, length 4' and up; m.s. plates, width 4' and up, length 6' and up, thickness ⅜"-2"; to ASTM-A-365-58T. G.I. pipes, dia. 4"-6", standard length; m.s. black seamless pipes, dia. ½"-6", standard length; to ASTM-A-161-61T. Prices per l.t., c&f Karachi/Chittagong, 100% U.S. flag vessel. $10,500. IL No. 385150. Messrs. Mohd. Ashfaq & Sons, Shams Bldg., Marriot Rd., Karachi 2.

■ Galvanized plain sheets, prime, commercial quality; 8/3' or 8/4'; gauges 16-30. M.s. plates, prime, commercial quality; 8/4'; thickness ⅛"-1". M.s. sheets, CRCA, prime; 8/3' or 8/4'; gauges 18-20. Galvanized corrugated sheets, prime, commercial quality, 32" wide after corrugation, 6'-10' long. Prices per l.t., c&f Karachi/Chittagong, ocean freight separately, 100% U.S. flag vessel. $10,500. IL No. 385394. Messrs. Eastern Agencies Corp., Serai Rd., Karachi.

■ Galvanized plain sheets, commercial quality, 1.25 oz. zinc coating, bright, soft, to ASTM-A-361-59T; 8'x3'; BG 24, 30, 50% each; $10,500; c&f Karachi. IL No. 379264. Rahim & Sons, Moriswala Bldg., Opp. KMC, Bunder Rd., Karachi.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 25. SBC-117.

■ M.s. sheets, commercial quality, coiled, open hearth, cold rolled, to ASTM-A-366; 3'x8', BG 16, 18, 20, 22, 24; $10,500. 100% U.S.. flag vessel. S/A No. 361980. Kharbanda Machinery Store, 24 Brandreth Rd., Lahore, W.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz; 3'x8., BG 24, 26, 30. M.s. sheets, CRCA, to ASTM-A-366-58T; 4'x8', BG 20, 22, 24, 26. M.s. rounds; dia. 5", 6", 7", 8", 10", 12". $10,500. S/A No. 366879. M. Mohammad Habib & Sons, Iron Merchants, Landa Bazar, Lahore.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3'x8', BG 24, 26, 30. M.s. sheets, CRCA, to ASTM-A-366-58T; 3'x8', BG 14, 16, 18, 20, 22, 24, 26. M.s. sheets, hot rolled, close annealed, to ASTM-A-415-58T; 3'x8', 4'x8', BG 10, 12, 14, 16, 18. M.s. plate, commercial quality, to ASTM-A-415-58T; carbon .33% max., 4'x8'x3/16", ¼". $10,500. S/A No. 361990. Feroze-ud-Din, Loha Market, Lahore.

■ G.P. sheets; 8'x4', BG 16, 24, 26, 28, 30. G.C. sheets; 8'x3', BG 24, 26. Cold rolled steel sheets; 8'x3', BG 18, 20, 22; $10,500; c&f Karachi. S/A No. 365867. Sarwar & Sons, 94 Landa Bazar. Cable, same.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3'x8', BG 24, 26, 30, $10,500. S/A No. 355667. Muhammad Ismail, Trunk Merchant, O/S Sarai Sultan, Landa Bazar, Lahore.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3'x8', BG 24, 26, 30. Mild steel plate, commercial quality, to ASTM-A-415-58%; carbon .33% max.; 4'x8', ⅛"; $10,500. S/A No. 355668. Butt Steel Traders, O/S Sarai Sultan, Lahore.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3'x8', BG 24,26, 30. $10,-500. S/A No. 355672. Muhammad Tufail & Bros., O/S Sarai Sultan, Landa Bazar, Lahore.

■ Galvanized plain sheets, 26/30 gauges of equal assortment, 1.25 zinc coating, 8'x3'. $10,500. 100% U.S. flag vessel. S/A No. 371167. Muhammad Masood, Butt, 152 Loha Market, Lahore.

■ Galvanized plain sheets, 24/30 gauges of equal assortment, 1.25 zinc coating, 8'x3'. $10,-500. 100% U.S. flag vessel. S/A No. 371166. Mehboob Alam, Butt, 152 Landa Bazar, Lahore

■ Mild steel sheets; 8'x3' or 6'x3'; BG 18, 20, 22, 24, 26, 28, 30. Galvanized plain sheets, commercial quality, coating 1.25 oz. per sq. ft.; 8'x3'; BG 22, 24, 26, 28, 30. $10,500. 100% U.S. flag vessel. S/A No. 362506. Crescent Iron & Steel Co. (Regd.), Badami Bagh, Lahore. Cable, same

■ Galvanized plain sheets, commercial quality, coating 1.25 oz.; 3'x8'; BG 24, 26, 30. $10,500. S/A No. 361962. Sh. Mohd Din Ghulam Haider, O/S Sarai Sultan, Landa Bazar, Lahore.

■ Mild steel plates, prime commercial quality, 4'x8', ⅛" thick. Cold rolled steel sheets, prime commercial quality, 3'x8', 16 BG. Cold rolled sheets, prime commercial quality, 3'x8', 26 BG. Galvanized plain steel sheets, 1.25 oz. zinc coating per sq. ft. both sides, prime commercial quality, 3'x8', 26 BG. Quantities in ratio approx. 2:1:1:1, respectively. $10,500. C&f Karachi. 100% U.S. flag vessel. S/A No. 371151. Mian Taj Din, 36 Mall Godown Rd., Lahore W.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 26, 30. Mild steel sheets, CRCA, to ASTM-A-366-58T, 4'x8', BG 14, 16, 26. Galvanized corrugated sheets, commercial coating 1.25 oz., 10/3" corrugation, ⅝" deep, 32" wide after corrugation, in lengths of 120", BG 24, 26. Mild steel plates, commercial quality, to ASTM-A-415-58T, carbon .33% max., 4'x8'x ⅛", 3/16", ¼". $10,500. S/A No. 355675. Mir Badshah, Aslam Khan Rd., Behind Rivoli Cinema, Lahore.

■ M.s. sheets, CRCA, to ASTM-A-366-58T, 4'x8', BG 14, 16, 18, 26. M.s. plates, commercial quality, to ASTM-A-415-58T, carbon .33% max., 4'x8', ⅛", 3/16", ¼", ½", ¾". Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 26, 30. Galvanized pipe, with threads and sockets, American standard weights, to ASTM-A-120, lengths 18-22 ft., 6" dia. M.s. black pipe, with threads and couplings, American standard weights, to ASTM-A-120, 4" dia. $10,500. S/A No. 368115. Muhammad Asghar, Iron Merchants, Misri Shah, Lahore.

■ Galvanized iron wire, soft, packed in unwrapped catchweight coils of 100/150 lb., SWG 8-10. Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 26, 28, 30. M.s. sheets, CRCA, to ASTM-A-366-58T, 4'x8', BG 16, 18, 24, 26. Galvanized pipe, with threads and sockets, American standard weights, to ASTM-A-120, lengths 18-22 ft., 4"-6" dia. M.s. black pipe, with threads and couplings, American standard weights, to ASTM-A-120, dia. 4", 6", 8". Galvanized corrugated sheets, commercial coating, 1.25 oz., 10/3" corrugation, ⅝" deep, 32" wide after corrugation, lengths 96"-120", BG 24, 26. M.s. plate, commercial quality, to ASTM-A-415-58T, carbon .33% max., 4'x8', 3/16", ¼". Hot rolled steel sheets, 4'x8', BG 10, 14. $10,500. S/A No. 368243. S. N. Hussain, Behind Rivoli Cinema, Aslam Khan Rd., Lahore.

■ Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 26, 30. Galvanized corrugated sheets, commercial coating 1.25 oz., 10/3" corrugation, ⅝" deep, 32" wide after corrugation, lengths 96"/120", BG 26. M.s. plates, commercial quality, to ASTM-A-415-58T, carbon .33% max., 4'x8', ⅛". $10,500. S/A No. 355673. M. Abdul Samad, Loha Market, Landa Bazar, Lahore.

■ M.s. sheets; 8'x3' or 6'x3'; BG 16, 18, 20, 22, 24, 26, 28, 30. Galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft., 8'x3', BG 16, 18, 20, 22, 24, 26, 28, 30. $10,500. 100% U.S. flag vessel. S/A No. 361953. M. Mohd Ismail & Sons, 143 Loha Market, Lahore W. Cable, same.

■ Galvanized iron wire, packed in unwrapped catchweight coils of 100/150 lb., SWG 8, 10. Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 24, 26, 28, 30. M.s. sheets, CRCA, to ASTM-A-366-58T, 4'x8', BG 16, 18, 24, 26. Galvanized pipe, with threads and sockets, American standard weights, to ASTM-A-120, lengths 18-22 ft., 4"-6" dia. M.s. black pipe, with threads and couplings, American standard weights, to ASTM-A-120, dia. 4", 6", 8". Galvanized corrugated sheets, commercial coating 1.25 oz., 10/3" corrugation, ⅝" deep, 32" wide after corrugation, lengths 96"-120", BG 24, 26. M.s. plates, commercial quality, to ASTM-A-415-58T, carbon .33% max., 4'x8', 3/16", ¼". Hot rolled steel sheets, 4'x8', BG 10, 14. $10,500. S/A No. 368242. G. Gul & Sons, Behind Rivoli Cinema, Aslam Khan Rd., Lahore.

■ Galvanized plain steel sheets, coating 1.25 oz./sq. ft., 96"x36", BG 24, 26, 28, 30; $10,500; c&f Karachi. 100% U.S. flag vessel. S/A No. 368109. Akram Khan Aslam Kham, 360 Landa Bazar, Lahore.

■ M.s. plates, commercial quality, to ASTM-A-415-58T, carbon .33% max., 4'x8', 3/16", ⅜". M.s. joists, to ASTM-A-7, 6"x3⅜", 7"x3⅝", 8"x4". Galvanized pipe, with threads and sockets, American standard weights, to ASTM-A-120, lengths 18-22 ft., dia. 4", 6", 8", 5", 7". M.s. sheets, CRCA, to ASTM-A-366-58T, 3'x8', BG 26. Galvanized plain sheets, commercial quality, coating 1.25 oz., 3'x8', BG 30. $10,500. S/A No. 365381. Muhammad Yousaf, Iron & Timber Merchant, Misri Shah, Lahore.

■ Galvanized plain steel sheets, coating 1.25 oz./sq. ft., 96"x36", BG 16, 28, 30. Galvanized corrugated steel sheets, coating 1.25 oz./sq. ft., BG 26, 96"x32" after corrugation. $10,500. S/A No. 365508. Sheikh Abdul Ghafur & Sons, 25-A Masson Rd., Lahore.

■ G.I. pipe, mild steel black pipe, dia. 4", 5", 6". G.P. sheets, galvanized plain sheets, commercial quality, 1.25 oz. coating per sq. ft., 8'x3'. Mild steel sheets, 8'x3', BG 16-26. $10,-500. 100% U.S. flag vessel. S/A No. 362017. Shaikh Bros., Brandreth Rd., Lahore.

■ Galvanized plain steel sheets, coating 1.25 oz./sq. ft., 96"x36", BG 24, 26, 28, 30; $10,500; c&f Karachi. S/A No. 365863. Chiragh Din Mohd Jamil, 8 Landa Bazar, Lahore.

■ M.s. plates, 8'x4'; ⅛", ⅜", ¼", ½". Hot rolled steel sheets, 8'x4'; BG 12, 14. R.S. joists, 8"x4", 7"x4"; 32'-40'; $10,500; c&f Karachi. S/A No. 362764. Bhatti Auto Stores, Karachi Cloth Market, Circular Rd., Lahore. Cable, same.

■ Galvanized iron plain sheets, prime quality, to ASTM-Q-1-716(3), 96"x36", BG 24, 26, 28, 30; approx. 45 l.t. S/A No. 362394. M. Ghulman Nabi & Bros., Trunk Bazar, Gujranwala.

To be financed by a loan not yet authorized. U.S. source. Quotation date March 23. SBC-120.

■ Pig iron, foundry grade; analysis, C 3-4%, Si 2.5-3%, Mn 0.4-0.75%, Ph 1.4-2%, Su 0.05% max.; approx. $10,500; c&f Karachi. Prices per l.t., f.a.s. port of exit, ocean freight indicated separately. Ref. No. OSB/46/3577. Rizwani Foundries Ltd., Metal St., Gondlanwala Rd., Gujranwala.

■ Foundry pig iron; analysis, Si 3.26-3.50%, Mn 1.01/1.25%, Ph 0.31-0.50%, Su 0.05%; any U.S. standard specifications; $10,500;

f.a.s., c&f. Ref. No. OSB/47/3578. Supreme Engineering Works, Gondlamwala Stand Gujranwala.

■ M.s. billets, SAE 1050, 1¾"x1¾" to 3"x3", $12,000, c&f Karachi. Ref. No. OSB/47/3578. M. Sharief & Sons, Abbott Rd., Sialkot.

■ M.s. strips: 8⅜₁₆", 13 BG, 20 T.; 6⅜₁₆", 14 BG, 20 T.; 5⅜₁₆", 15 BG, 10 T.; 6⅜₁₆", 16 BG, 10 T.; 7", 18 BG, 15 T.; 4", 18 BG, 10 T.; 6", 18 BG, 5 T.; 8", 18 BG, 5 T. Ref. No. OSB/47/3578. Sitara Factory Regd., Outside Khiali Gate, Hafizand Rd., Gujranwala.

■ Cold rolled steel strips, 24"-36", BG 26, 28, 30, 32; $21,000; c&f Karachi. Ref. No. OSB/49/3666. Lesco Enamel Works, P.O. Shahdara Mills, Lahore.

■ M.s. strips, CRCA, pickled, oiled; 14 BG, 1⅞", 1½", 2"; 16 BG, 5", 2¹⁷⁄₃₂", 3"; 18" BG, 2"; 20 BG, 3¼"; no size less than ⅞ T. $10,500; c&f. Prices f.a.s., freight per l.t. and commission, if any, to be mentioned separately. Shipping documents to be accompanied by mill test certificate for quality, size, gauge. Ref. No. OSB/50/3667. Millat Industries (Regd.) Anarkali, Nila Gumbad, Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Quotation date March 30. SBC-116.

■ Prime coke electrolytic tinplate, 2"x30", 30 gauge, $10,500, c&f Karachi. Mohammad Hafeez, 92 Landa Bazar, Lahore.

■ Pig iron; analysis, Si 2.75/3.5%, Su .04% max., Ph .7/1.0%, Mn .6/1.0%, C 3.0/3.8%; $10,500; c&f Karachi. Riaz Saeed General Store, 5 Shahzadi Bldg., Shah Alam Market, Lahore.

■ Pig iron; analysis, Si 2.75/3.5%, Su .04% max., Ph .7/1.0%, Mn .6/1%, C 3.0/3.8%; $10,500; c&f Karachi. Mohammad Saif-Uddin Bros., 91 Landa Bazar, Lahore.

■ Electrolytic tinplate; 19"x28", 20"x28", 20"x30", or any standard size; $10,500; c&f Karachi. Prices per l.t., particulars of packing for each item to be indicated. fob/fas cost and freight quoted separately. Haji Mohd Latif & Bros., Shareef Market, F Block, Near Gulburg Market, Lahore.

■ Electrolytic tinplate; 18¾"x28", 19"x28", 20"x28", 20"x30", or any standard size; $10,500.; c&f Karachi. Prices per l.t., particulars of packing for each item to be indicated, fib/fas cost and freight quoted separately. H. S. Mohammad Shafi & Co., 22 Nawab Bazar, Azam Cloth Market, Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan. Lahore. U.S. source. Quotation date March 30. Ref. No. OSB/45/3576. 100% U.S. flag vessels. Tinplate subject to GSA Defense Materials Service procedure. SBC-116.

■ Pig iron; analysis, Si 3.0/3.5%; Mn .6/1.0%, Ph .7/1.0%, Su .05% max., C 3.0/4.0%; $21,000; c&f Karachi. Ref. No. OSB/3577. Teepu Industries, Samundary Rd., Lyallpur. Cable: TEEPUR, Lyallpur.

■ M.s. strip, in coils; 4¹³⁄₁₆", 11 SWG, 100 l.t.; 3¹³⁄₁₆. 11 SWG 50 l.t.; 8⅞", 10 SWG, 25 l.t. Ref. No. OSB/46/3577. Miansons Rolling Mills & Pipe Industries, G. T. Rd., Gujranwala. Cable: MIAN, Gujranwala.

■ M.s. billets, standard quality, prime, length 18 ft. or above; 2", 2½", 3", 3½" sq.; heat marks die stamped, accompanied by works test certificate; $105,000. Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .5% max., C 3.0/4.0%; $105,000. Ref. No. OSB/48/3575. M. Shabbir Ahmad & Bros., Badami Bagh, Lahore. Cable: SHABROLL, Lahore.

■ M.s. billets, standard quality, prime, length 18 ft. or above; 2", 2½", 3", 3½" sq.; heat marks die stamped, accompanied by works test certificate;t $105,000. Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, .6/1.0%, Su .5%, C. 3.0/4.0%; $105,000. Ref. No. OSB/48/3575. Shell Steel Rolling Works, Badami Bagh, Lahore. Cable: SHABROLL, Lahore.

■ Electrolytic tinplate, coating 0.25 lb., B.W. 75/107 lb., 18"x24" and larger, assorted to size and gauge; $10,500; c&f. Ref. No. OSB/49/3666. Akhtar Hassan & Co., O/S Sarai Sultan, Bazar, Lahore.

■ Electrolytic tinplate, coating 0.25 lb., B.W. 75/107 lb., 18"x24" and larger, assorted to size and gauge, $10,500; c&f. Ref. No. OSB/49/3666. M/s Mohammad Fazal & Sons, O/S Sarai Sultan, Landa Bazar, Lahore.

■ Pig iron; analysis, C 3.00-4.50%, Su 0.05% max., Ph 0.5% max., Si 3.01-3.25%; Mn 1.25% max.; to ASTM A43-55T, foundry grade FL-23; $10,500. Ref. No. OSB/49/3666. Malik Hardware Mart, 11 Brandreth Rd., Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Quotation date March 30. Tinplate subject to GSA Defense Materials Service procedure. 100% U.S. flag vessels. SBC-116.

■ Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .5% max., C 3.0/4.0%; $42,000. Malik Muhammad Aslam & Co., F-76, Kuchca Kakazian, Lahore.

■ Cold rolled steel strips, annealed, deep drawing quality, suitable for manufacturing enamel wires; 28 BG, 10", 10 rolls, 15 T.; 28 BG, 9", 10 rolls, 15 T.; 28 BG, 8¼", 8 rolls, 12 T.; 26 BG, 11", 6 rolls, 9 T.; 18 BG, 10", 6 rolls, 9 T.; c&f Karachi. Ferrovit Enamels Ltd., 4 Shahid Colony, P.O. Ichhra, Lahore.

■ Electrolytic tinplate waste waste, BG 30, 18"x24" and larger; $10,500; c&f Karachi. Subject to GSA Defense Materials Service procedure. Brothers Metal & Engineering Corp., 113 Rahim Rd., Misry Shah, Lahore.

■ Strips, 280 mm x 10, 11, 13, 14 BG; $21,000. M/s Bajwa & Co. (Regd), Gondlanwala Rd., Gujranwala.

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**Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.**

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■ M.s. billets, prime, standard quality, to SAE 1020/1025; 2", 2½" square; length 18 ft. or above; heat marks die stamped, accompanied by works test certificate; $21,000; c&f Karachi. Ittefaq Steel Re-Rolling Mills (Regd)., Maskinpura, Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. U.S. source. Quotation date March 30. Ref. No. OSB/50/3667.: 100% U.S. flag vessels. SBC-116.

■ Pig iron; analysis, Si 3.0/3.5%, Mn .5/1.0%, Ph .6/1.0%, Su .05% max., C 3.0/4.0%; $10,500; c&f Karachi. 100% U.S. flag vessel. Ref. No. OSB/51/3795/136. Nahan Foundry, Samundri Rd., Lyallpur.

■ Pig iron; analysis. Si 3.0/3.5%. Mn .5/1.0%, Ph .06/1.0%, Su .05% max., C 3.0/4.0%; $10,500; c&f. Ref. No. OSB 137. M/s Lyallpur Industries, Samundri Rd., Lyallpur.

■ Foundry grade pig iron; approx. $10,500. Ref. No. OSB 138. 100% U.S. flag vessel. M. Ghulam Mohd & Sons Pulley Makers, 97 Railway Rd., Lahore.

■ M.S. strips, HRCA or CRCA, pickled and oiled, in coils or rolls; widths 10⅝", 9", BG 14; 11¼", BG 18; 11¼", BG 20; approx. $42,000. Ref. No. OSB 139. The Aijaz Mills, Gujranwala.

To be financed by a loan not yet authorized. National Bank of Pakistan, Lahore. Quotation date March 31. U.S. source. SBC-116.

■ Foundry grade pig iron; analysis, C 3.5/4.2, Si 2.5/3.0, Mn .5/1.0, Ph .3/.5, Su .05 max.; $10,500; c&f Karachi. General Fan Co., Nai Abadi Gujrat.

■ Foundry grade pig iron; analysis, C 3.5/4.2%, Si 2.5/3.0%, Mn .5/1.0%, Ph 0.3/0.5%, Su .05% max.; $10,500; c&f Karachi. 100% U.S. flag vessel. Punjab Industries, Ltd., Sheikhupura Rd., Lyallpur. Cable: CASTINGS.

■ Foundry pig iron; Si not less than 2.5%, Su not more than 0.05%; approx. $11,200; c&f Karachi. 100% U.S. flag vessel. Malik & Co., D-836 Lohari Mandi, Lahore.

■ Foundry pig iron, to U.S. standard specification; analysis, Si 1.75-2.25%, Mn 0.5-1%, Ph not more than 0.04%, Su not more than 0.05%; $12,600; c&f. 100% U.S. flag vessel. Ghulam Hussain Moulding Works (Regd.), Noshehra Rd., Gujranwala.

■ Foundry pig iron; analysis, Si 3.26/3.50%, Mn 1.01/1.25%, Ph 0.31/0.50%, Su 0.05%; $10,500. Golden Industries (Regd.), Bazir Kharadan, Gujranwala.

■ Foundry grade pig iron; $10,500. M/s Dar Foundry Works, Sarai Sheikh Saudagar, Sialkot City. Cable: DAR FOUNDRY, Sialkot.

■ Electrolytic tinplate, prime, U/A, coating 0.75 lb., B.W. 107 lb., 30 gauge; 18¾"x28", 20"x30". Pig iron; analysis, C 3.2-4%, Ph 1.0-1.4%, Mn 2.25-3%, Si 2.5-3%, Su 0.06% max. $10,500. Subject to GSA Defense Materials Service procedure. 100% U.S. flag vessel. Z. A. Sami & Bros., 10 Anarkali, Lahore. Cable: FAULADWALA, Lahore.

To be financed by a loan not yet authorized. National Bank of Pakistan. Lahore. U.S. source. Quotation date March 31. Ref. No. OSB/52/3796. SBC-116.

■ M.s. billets, to SAE 1010/1020, tensile strength 28/32, elongation 20%, cut ends, 18 ft. and up, 2"x2"; heat marks die stamped, accompanied by works test certificate; approx. 300 T.; c&f Karachi. Salim Iron & Steel Rolling Mills, Saddar Bazar, Hyderabad.

■ Electrolytic tinplate, prime; coating 0.25, 0.75; 18¾"x28", 20"x30"; base weight 107 lb., 30 gauge; tinplate, prime coke, same; tinplate waste waste, 18"x24" and larger, assorted and unassorted, base weight 107 lb. or 70/107; soft temper, bright finish; same, except misprints; tinplate circles, 2"-8" dia.; $10,500. Abdul Gaffar Noor Mohammed Machiswala. Shai Bazar, Sharafa Lane, Hyderabad (Sind).

■ Pig iron, foundry grade, FL-23, $5.250. Electrolytic tinplate, prime. U/A. 0.25 coating, bright, soft temper, 18¾"x28". base weight 107 lb.. gauge 30; $5,250. 100% U.S. flag vessel. Pig iron, foundry grade, FL-23 or alternative: $10,500; c&f. M/s Adbul Sattar & Noor Mohammed, Churi Bazar, Sukkur.

■ Electrolytic tinplate, bright. soft temper, 0.25 coating. assorted size, $6.500. 100% U.S. flag vessel. Mohammad Shafi & Bros., Ireland Rd., Karachi.

■ Electrolytic tinplate, prime quality, U/A, 107 lb. base weight, 30 gauge, bright, soft temper, 0.25 coating; 18¾"x28" and/or 20"x 30". Electrolytic tinplate misprints, bright; 18"x24 and larger x 30 gauge and lighter, assorted to size; approx. $7,500. 100% U.S. flag vessel. Royal Trading Co., Syed Mohammad Shah Rd., Old Haji Camp, Karachi.

To be financed by a loan not yet authorized. National Bank of Pakistan, Opposite Boulton Market, Bunder Rd., P.O. Box 4840, Karachi. Ref. No. OSB/BKS. U.S. source. Quotation date March 31. Tinplate subject to GSA Defense Materials Service procedure. SBC-116.

● **PAKISTAN**—Galvanized wire and strand, 9 items, various sizes, quantities, approx. 2,843,000 lb. Pur. 4-13/63/534, bid deadline April 2. Pakistan Telegraph & Telephone Dept., Office of the Director General Telegraph & Telephone, Karachi. Tender documents and instructions may be obtained from Consulate General of Pakistan, 12 E. 65th St., New York N.Y., upon payment of $2.10.

**PHILIPPINES**—Tinplates for manufacture of tin can metal containers. Universal Co., Inc. (importer, wholesaler, manufacturer, sales agent), 286 I. de la Rama St., Iloilo City. WTD 6/17/60.

● **SUDAN**—20 sets of wheels and axles, for 3'-6" track gauge, 35 ton covered steel wagon. Specification No. 412A, drawing No. 11035. Contract No. 2978, bid deadline March 26. Tender and drawings are available from Office of Controller of Stores, Sudan Railways, Atbara.

■ **TURKEY**—Soft steel strips, cold rolled, black annealed, for paper backing, tensile strength 45 kgr/mm², with sheared edges, tolerance according to DIN 1544, greased, packed in oil paper, wrapped in jute, in manufacturing coils of 18 kgrs., size 18 mm x 0.50 mm. Import license No. 9276/7352-00578. Turkiye Seluloz ve Kagit Fabrikalari Isletmesi Genel, Mudurlugu, Izmit-Kocaeli.

■ Electrolytic tinplate to be used for manufacturing tin cans of various sizes, 0.50 and 0.75 coating. IL No. 9197. Petrol Ofisi Genel Mudurlugu, Ankara. To GSA Defense Materials Services procedure. Specifications may be obtained from the Turkish Embassy. Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C.

■ Electrolytic tinplate waste waste, 18x24 and larger, 107 lb. and lighter, fully assorted to size and BW, approx. $6 500. IL No. 2848. Feridun Mehmet Ozipek Sisli, Abideihurriyet Cad. 222/1, Istanbul.

■ Electrolytic tinplate waste waste, assorted to gauge and size, bright material, soft tempers, base weight 80/107 lb., size 20x28 and larger, in metal covered export skids, about 2./3.000 lb. each, approx. $7,000; cif. IL No. 002856. Sevki Karayel, Rustempasa Sobacilar Sokak, No. 9, Istanbul.

■ Steel sheet 3x590x1800 mm, cold rolled, to be cold formed. QQ-S-00640. FS-1009. Temp. 4, finish 1. elongation 22% min., tensile strength, 32 kgs/mm², approx. $73.000. IL No. 9278. Makina Ve Kimya Endustrisi Kurumu, Tandogan Meydani, Ankara.

■ Coke tinplate U/A 107 lb., base weight, size 18⅝x28", 70% of quantity; 20x30", 30% of quantity; approx.; $9.500; cif. IL No. 002851. Zaharya Lagari, Hamidiye Cad. Nafiz bey han Kat 1/12, Sirkeci, Istanbul.

■ U/A hot dipped tinplate, 1.25 lb. coating 18¾x28", 107 lb., 20x30, same; electrolytic tinplate waste waste, assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size or base weight, 10x10 and/or 18x24 and larger, 107 lb. and lighter. All offers in original mill export packing, on cif basis., approx. $7.000. IL No. 002784. Refail Kandiyoti, Eminonu Zindan Han No. 17, Istanbul.

■ Electrolytic tinplate waste waste to one size and gauge, per skid, bright finish, soft temper, all size 20x28" and larger, max. three size, base weight 70/107 lb., in completed metal wrapped containers for export, $10,000. IL No. 002854. Yonca Sanayi ve Ticaret Ltd., Sirketi, Galata, Balikpazari, Kardesim Sokak, Bereket Han No. 11, Istanbul.

■ Electrolytic tinplate waste waste, bright finish, soft temper, assorted to size and gauge, 80/107 lb. base weight and lighter, 79 lb. and lighter in original mill export packing, approx. 135,000 lb. net. IL No. 002058. Hirdavatis Isak Kohen, Bankalarcaddesi, Banka Sokak, Yarman han N. 20, Galata, Istanbul.

■ Electrolytic tinplate cobbles, 18x24 and larger, 107 lb. heavier, and lighter; 10x10 and larger, unassorted; electrolytic tinplate waste waste, 0.25 lb. coating, soft temper, bright finish 20x28 and larger, base weight 100/107 lb.; approx. $10,000. IL No. 02853. Ernis Ertem Ve Oglu Sirketi, Galata Arabcamii Sarizeybek Sokak 3/1, Istanbul.

■ Electrolytic tinplate waste waste, soft commercial temper, unhold, unbuckled, straight edges, 90/107 lb., base weight 20x28 and larger, assorted to size and gauge, all bright finish, approx. $6,000; c.f. Izmir. IL No. 649. Yako Saul Oglu Aleksandr ve Kardaslari, 895 Sokak No. 7, Izmir.

■ Electrolytic tinplate primes, 0.75 lb. tin coating, temp. 3. 107 lb. base weight, 18¾"x28", 20x28", 20x30", 20¼"x30¼", approx. $40.000. Indicate fob liner terms, as well as c&f Izmir prices separately per package; prompt shipment after receipt of Letter of Credit. IL No. 648. Ayma Dahili ve Herici Ticaret Turk, Ltd., Ortakligi, Alsancak, Ismir. Cable: AYMA, Izmir.

■ Unassorted electrolytic tinplate 0.50 lb. coating. 20x28, 30x30, 36x36, 107 lb., in original mill export packing on cif basis, approx. $5,100. IL No. 002857. Bati Ticaret ve Sanayi, Ltd., Sti. Sirkeci, Meydancik, Banka Han 16, Istanbul.

■ Electrolytic tinplate U/A, bright, temper 3, 0.50 coating, 107 BW 70%, 18¾x 28", 30%, 20x30, original mill export packing; or electrolytic tinplate waste waste, not assorted to size and base weight, 18x24" and larger. 80 lb. and heavier, approx. $7,000. IL No. 2852. Atlas Ticaret Kol. Sti. Avram Baruh ve Ortagi, Veli Alemdar han, kat 4, No. 6/3, Galata, Istanbul.

■ Electrolytic tinplate cobbles, bright finish soft commercial temners original untouched mill export packing, 107 lb. and lighter. 8x24" and larger, approx. $12 900. IL No. 002850. Nikola Zaloni Aslan Han, 404, Persembe Pazar Galata, Istanbul.

■ Cold rolled steel sheets, soft commercial quality, oiled and annealed, fully assorted to size and gauge, in original mill metal containers, packed for export by the mill 30x90" and larger, 16/20 gauge, approx. $5.000. IL No. 2789. Cold rolled steel sheets, soft commercial quality, oiled and annealed, fully assorted in original mill metal containers, packed for export. 30x90" and larger, 16, 18, 20 gauges, $15,000. IL No. 2763. Boronkay Bela Sisli, Mecidiyekoy, Saatci Bayiri Sokak 7, Istanbul.

■ Galvanized flat steel sheets, waste waste 20/31 gauge, mostly 26/31, 36x84" and larger, assorted to size and gauge, soft tempers; best grade electrolytic tinplate culls or cobbles, bright commercial temper, or better, 70-80% of material must be assorted to size and gauge, even though goods are sold unassorted; electrolytic tinplate waste waste, bright commercial temper, 0.25 or better, 107 lb. or lighter, 18x24" and larger, assorted to size and gauge in unopened original mill packing, also same quality in warehouse packing; cif prices, $12,000. IL No. 2859. Aziz Gureli ve Eliya Sevi Koll. Sti., Yesildirek, Mollatas Han 10, Istanbul.

■ Electrolytic tinplate cobbles, not assorted to size and base weight, 107 lb. and lighter, 10x10 and larger; 1.25 unassorted hot dipped tinplate, 90 lb., 20x28, 100 lb. 20x28; electrolytic tinplate cobbles, not assorted to size and base weight, 107 and lighter, 18x24 and larger, $15,000, cif IL No. 002849. Arslan Ticarethanesi R. Hayon Ankara cad. No. 33, Istanbul. Cable quotations acceptable.

All for Loan No. 277-H-043. U.S. source. Tinplate subject to GSA Defense Materials Services procedure. Quotation date March 25. SBC-114.

■ Cold rolled steel sheets, annealed, pickled, slightly oiled, rectangular flat soft commercial quality, in approx. 6,000 lb. single waterproof paper wrapped bundles, securely steel banded, fully assorted to size and gauge, 18x 26 gauge, 30x60" and larger, $37,000, fob. Quotation date March 31. IL No. 002871. Ozgen Sanayi ve Ticaret Ltd., Ortakligi, Galata, Karamustafa Pasa Cad. H. Taviloglu Han, Kat 2, Istanbul. SBC-114. Loan No. 277-H-043. U.S. source.

■ **VIETNAM**—Cold rolled steel, type MR, electroyltic tinplate, 6,000 packages, 112 sheets each, 4,000 matte, 2,000 all bright, Rockwell hardness. Subject to GSA Defense Materials Services procedure. Limited World Wide (90/). Quotation date March 31. Brasseries & Glacieres de L'Indochine, 6 Hai Ba Trung, Saigon. Fob prices must include inland freight and inspection fees. Bidders to furnish offers in the shape of a set of proforma invoices, 6 min. ocean freight. SBC-126.★

## 332 Iron, Steel Foundries

■ **TANGANYIKA**—Pitch impregnated fiber drain pipes to U.S. Federal Specn. SS-P-356; cast iron soil and ventilating pipe to WW-P-401; copper tubing to WW-T-799; cast bronze fittings with flared joints to WW-P-460; galvanized steel pipe to WW-P-406; malleable iron fittings to WW-P-521; traps and valves to WW-V-54. Loan No. 616-H-044. U.S. source. Bid deadline March 31. The Crown Agents, Mr. G.V. Mack, (C2/Various 4/11112), The Crown Agents, 4 Millbank, London, S.W. 1, England. A detailed list of items required may be seen at Office of the Crown Agents Representative, 3100 Massachusetts Ave., NW., Washington, D.C. SBC-122.

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

● **GREECE**—Supply of 295 miles of coaxial submarine cable, type D; 29 miles of coaxial submarine cable, type B. Tender No. 6279, bid deadline April 22. Hellenic Telecommunication Organization, Ltd. (OTE), Subdirectorate of Purchases & Stores, 20 Patission St., Athens.★ (Telephone: 202-WO 7-2162).

■ Supply of 2,007 yd. star-quad paper-insulated telephone cable, 41,655 yd. lead-covered cable containing screened pairs, 48,016 yd. lead-covered toll entrance cable. Tender No. 6282, bid deadline April 23. Hellenic Telecommunications Organization, Ltd. (OTE) Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-2162).

● **PAKISTAN**—202,000 yd. paper-insulated lead-sheathed armored telephone cable. Tender No. Pur 3-19/63/533, bid deadline March 30. Mr. F. Rizwi, Purchase Co-ordinating Officer, Telegraph & Telephone Directorate Gen-

eral, Block No. 48-A, Pakistan Government Offices, Shahrah-e-Iraq, Karachi.★ (Telephone: 202-WO 7-2162).

## 342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Cast iron pipes, approx. 95,000 ft.; plus gratings, manhole covers, fittings. Tender No. 8/05/63-64(G), bid deadline April 1. People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● Assorted pipe fittings, unions, tube well pipe, hose clips and connectors, various sizes and types. Tender No. 6/05/63-64 (G), bid deadline April 1. People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Cast iron pipe fittings, approx. 3,800 pc. Tender No. 7/05/63-64(G), bid deadline April 1. People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

**FRANCE**—Metal findings for travel goods, handbags and other leather novelty articles. Practical hand tools for "do it yourself" users. Direct purchase and agency; requests replies in French. Rougier & Ple (manufacturer, wholesaler), 13 Bld. des Filles du Calvaire, Paris 3e. WTD 10/24/62.

**SOUTH AFRICA**—Vacuum jugs of stainless steel and cutlery (electroplated and nickel silver). Jacoby & Company (Pty) Ltd. (importer, wholesaler, agency), P.O. Box 3455, Johannesburg. WTD 12/16/63.

**VENEZUELA**—Door and cabinet locks; requests replies in Spanish. Materiales Barnabei (importer, wholesaler, retailer), Calle San Antonio, Quinta Camaoruco, Urb. San Antonio, Sabana Grande, Caracas. WTD 1/31/64.

## 343 Heating Apparatus, Plumbing Fixtures

■ **LEBANON**—Cast iron radiators, approved make, anti-rust treated, complying to official American standards and codes for radiators for low pressure hot water heating systems. Complete with all washers, nuts, for assembly in Beirut, to connect to ½" flow and return pipes. Radiators to be 25" high, 4 tube, 2 st. ft. per sections of 4 to 26, spare sections, 100; wall brackets, plates, 550 ea.; ½" hot water angle radiator valves, 260 ea.; ½" dia. water return fittings; air vents, equivalent to Bell & Gosset No. 4V, ⅛" MTP. Packed for export, fas New York. U.S. source. Bid deadline March 23. American University of Beirut, Office of the Trustees, 548 Fifth Ave., New York, N.Y., where additional information may be obtained, Attn: Mr. Herbert K. Ruetzel, Assistant Manager, Purchasing & Shipping. SBC-126.★

**LIBERIA**—All kind of sanitary fixtures. Swiss-African Trading Corp. (SATCO), importer, retailer, wholesaler, P.O. Box 115, Bushrod Island, Monrovia. WTD 10/5/61.

## 344 Fabricated Structural Metal Products

■ **INDIA**—55,000 sq. ft. surface condenser two pass divided water box, capacity 385,000 lb./hr., to specn. No. Apt. No. 1964. ISM Ref. No. D/ENQ/933. Loan No. 386-H-068. U.S. source. Bid deadline April 14. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Dehli. Tender No. S/Project/3015-R/Ramegundam/V. Tender fee $12.60, not refundable. Suppliers are advised to study specifications before purchasing tender forms. Specifications may be obtained from India Supply Mission. 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-124.

■ **PAKISTAN**—60 h.p. smoke tube type horizontal or vertical boiler, pressure 150 lb., heating surface 300 sq. ft., output 2,000 lb. per hr., complete, required in existing factory of detinning plant for heating, electrolite and detinning purpose. Ref. No. LC-9/64. Quotation date March 25. Metal Processing Industries Ltd., Oriental Bldg., McLeod Rd., Karachi. Cable: SCRAP.

■ Rubber mixers, 16x42", with reduction gear, stop motion, 2; electric motors, A.C. 400/440 v. 3 phase, 50 cycles, 950 rev/mt. with starter, 2; polyurethane flexible foam moulding plant, capacity 20 kilos/minute, complete, This project covers modernization of factory in order to complete the rubber calendering section for producing hospital sheeting and to manufacture mattresses and cushioning material. Ref. No. LC-71/64. Quotation date March 27. National Rubber Works. Cantonement Rd., Sialkot 1. Cable: RUBBER, SIALKOT.

Both for Loan No. 194. World wide (899). SBC-126.★

■ Mobile water tankers, 1500 gallon capacity, mounted on truck chassis, 7 each, with spare parts. Loan No. 391-H-066. U.S. source. Bid deadline April 4. Government of Pakistan, Dept. of Investment Promotion & Supplies, V&A Directorate. Karachi. Tender No. VA-3/L-066/68423/4/64. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-122.

## 345 Screw Machine Products

● **IRAQ**—Wood screws, 6,900 gross, brass and steel countersunk heads, assorted sizes and lengths. Tender No. 23/64, bid deadline March 26. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

## 349 Fabricated Metal Products

● **IRAN**—Valves, 7, reducing, steam pressure, assorted types and sizes. Insulation, 1,150 meters for steam and hot water pipe, assorted dia. Bid deadline May 5. Iranian Tobacco Monopoly, Darvazeh Qazvin Ave., Tehran.★ (Telephone: 202-WO 7-5589).

## 351 Engines, Turbines

**IRAN**—Diesel equipment ranging from 50 to 150 h.p. for drilling. Abhaye Zirzamini Co. Ltd. (contractor), 357 Takhte-Jamshid Ave., Tehran. WTD 2/19/64.

**SYRIA**—Diesel engines to be replaced on trucks; over 750 r.p.m. Direct purchase and agency. Elian & Rabbath, P.O. Box 561, Selim Jeanbart St., Aleppo. WTD 1/3/61.

■ **TURKEY**—GM 2031 diesel engines, Detroit Engine Division, General Motors, Detroit 28, Michigan, or equal. All parts, accessories to be new and free from manufacturing and/or material defects when delivered at the place of destination, free of engine cracks, breaks, deformation, $60,000. File No. 64-0302. Loan No. 277-H-043. U.S. source. Bid deadline March 31. Karayollari Genel Mudurlugu, General Directorate of Highways, Malzeme Subesi Mudurlugu, Yenisehir, Ankara. Detailed specifications may be obtained from Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-124.

## 352 Farm Machinery

**TURKEY**—Sprayers and deep well pumps for farms, plantations. GÜLIŞ—Dr. Remzi Güler (importer, exporter), Voyvoda Han No. 12, Bankalar Caddesi, Galata, Istanbul.

## 353 Construction Machinery

**FRANCE**—Power cranes, shovels, draglines and other attachments. Société E.H.M. (dealer), 45 rue Charles Nodier, Le Pré St. Gervais (Seine). WTD 2/7/64.

■ **INDIA**—Pneumatic tire loaders, 2 each. Ref. No. D/ENQ/934. Tender No. S/Project/3246-P/I, fee, $2.10, not refundable. Loan No. 386-H-082. U.S. source. Bid deadline March 31. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-122.

■ Tractor shovel incorporating diesel engine developing 150 h.p. powershaft transmission, fitted with 2½ cu. yds. capacity heavy duty bucket and 2800x25-20 ply nylon power grip tires, complete. Ref. No. 17(1)/63-AID.II. IL No. P/CG/2040488/R/DL/18/C/H/18/C.G.-III. Loan No. 386-H-032 (DLF Loan 157). U.S. source. Quotation date April 4. Orissa Minerals Development Co., Ltd., Chartered Bank Bldgs., Calcutta 1, for additional information. SBC-118.

**SINGAPORE**—Metal discs: importer, exporter, wholesaler, retailer and indent agent requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Direct or agency purchase. Acme Engineering Co., Ltd., 89 Kallang Rd., Singapore 8, Malaysia. WTD 3/6/62.

● **SOUTH AFRICA**—Crane, one, electric overhead traveling type, 200/30/10 ton heavy duty, cabin controlled. Tender No. P.822, bid deadline April 20. Specifications available against deposit of $70 plus $55 air freight cost to New York. Documents weigh approx. 20 lb. Deposit of $70 will be refunded upon receipt of bona fide tender. The Manager, Commercial Dept., South African Iron & Steel Industrial Corp. Ltd., P.O. Box 450, Pretoria.

**TURKEY**—Water sounding equipment mounted on trucks (for soundings 50-100 meters deep). Gülis—Dr. Remzi Güler (importer, exporter), Voyvoda Han No. 12, Bankalar Caddesi, Galata, Istanbul.

**VENEZUELA**—Spare parts (track chains, track rollers, front idlers, sprockets, track shoe bolts and nuts, cutting edges) for all types of crawler (tracklaying) tractors. Requests replies in Spanish. E. Quadrone, Avenida Chacaito, Bello Monte, Quinta Ana, Apartado 3829, Caracas. WTD 2/13/64.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## 354 Metalworking Machinery

**FRANCE**—Drilling, boring and cutting machines. Marcel Lefort & Fils (manufacturer), 61-67 rue Carnot, Rosendael (Nord). WTD 5/20/63.

Accessories for machine tools, especially for cutting and grinding purposes. Ets. Desouches, Marion, Hounsfield & Cie—"D.O.G.A." (importer, dealer), 54 rue de la Rochefoucauld, Boulogne-Billancourt (Seine). WTD 4/11/63.

■ **INDIA**—Centreless grinding machine, Cincinnati, or equal, 107-4, complete with stand-

ard equipment with through foot work rest, balancing stand, arbor, two grinding and regulating wheels; tool and cutter grinder, Cincinnati No. 2, or equal, with swing over table with raising blocks, 14" dia., length between tail stock and workhead 24½" dia., table working surface 5½"x39" dia. Ref. No. 14 (17)/63-AID.II. IL No. P/CG/2040539/R/DL/18/C/H/18. Loan No. 386-H-032 (DLF Loan 157). U.S. source. Quotation date April 4. Bajaj Tempo Ltd., 134 Dr. Annie Besant Rd., Worli, Bombay 18. Cable: TEMPOWORK. SBC-118.

■ Pitch line gear grinding chucks to suit SASS Int. grinder, approx. $84,000. Ref. No. 65(6)/63-082-Aid.III. IL No. A-546345/62. Quotation date March 29. Loan No. 386-H-082. U.S. source. Automobile Products of India, Ltd., Bhandup, Bombay 78 (NB). Cable: APICAR, Bombay. SBC-119.

**JAPAN**—Air abrasive machinery which drills pin size holes in metals and other hard materials by high pressure air gas method. Attn: F. H. Aoki, Sunny, Ltd., (exporter, importer), 9, Kamakura-cho, Kanda, Chiyoda-ku, Tokyo. WTD 2/4/63.

■ **NIGERIA**—Industrial arts equipment such as metal lathe, complete with accessories; welder and power source equipment; electrodes and holders; band saw, 29 items. Bid deadline March 27. Contract No. AID/afe-19, between Harvard University Graduate School, Aiyetoro and Agency for International Development, Washington, D.C. Bids on any of the listed items or requests for lists on industrial arts equipment should be sent to: Nigerian Project Office, Harvard University, 38 Kirkland St., Cambridge 38, Mass., Attn: Elba O. Carrier, Assistant Coordinator, Nigerian Project. SBC-122.★

**PHILIPPINES**—Can making machines, metal. Universal Co., Inc. (importer, wholesaler, manufacturer, sales agent), 286 I. de la Rama St., Iloilo City.

## 355 Special Industry Machinery

**See also SPECIAL TRADE LEADS on page 28.**

**GERMANY**—Machinery for production of resin foam to be used as insulation material. Direct purchase and agency. Adler Kuehlanlagen K.G. (importer, wholesaler), Spaldingstrasse 160b, Hamburg 1. WTD 2/12/64.

**SWITZERLAND**—Machinery and equipment for bakery industry, all types. Direct purchase and agency. RAMAX AG. (manufacturer, importer, manufacturer's representative), Blumenbergplatz 7, St. Gallen. WTD 2/13/64.

**TURKEY**—Machinery for manufacture of paper containers for glass products such as electric light bulbs, fluorescent light bulbs. Adafer Ticari ve Sanayi Isletmeleri, (Adafer Commercial and Industrial Enterprises) (manufacturer), Küçük Mustafa Pasa, Karadeniz Cad. 72, Istanbul. WTD 4/29/63.

## 356 General Industrial Machinery

■ **INDIA**—Roller drive chains, different sizes and ASA Nos.; roller bearing screw type takeups for conveyors; special roller bearing type holdbacks and components for use on inclined conveyors to prevent reverse travel; hydraulic type or dry fluid couplings of 15 h.p.; variable speed drives, Reeves type, or equal, for use on McNally-Bird feeders, 15 items, approx. $155,000. Ref. No. 1(31)/64-082-Aid.III. IL No. P/RM/2134243/R/DL/18/CH/17-18. Loan No. 386-H-055 (DLF Loan No. 217). Quotation date March 28. McNally-Bird Engineering Co., Ltd., Chartered Bank Bldgs., Calcutta 1. Cable: MEDOLARK, Calcutta. SBC-118.★

**IRAN**—Vertical, turbine deep well water pumps. Direct purchase and agency; requests price quotations c.i.f. Khorramshahr from U.S. manufacturers. Abhaye Zirzamini Co. Ltd. (contractor), 357 Takhte-Jamshid Ave., Tehran. WTD 2/19/64.

Centrifugal pumps (½ to 3"); importer, retailer; requests price quotations cif Khorramshahr; direct purchase and agency. Ferushgah Zaier, Ferdowsi Street, Khorramshahr. WTD 2/15/64.

● **PAKISTAN**—Pumps, 15, deepwell turbine, 14" dia. tube well. Tender No. S-10/803 (63-64), bid deadline April 13. Pumps, 14, deepwell turbine, 10" dia. tube well. Tender No. S-10/805 (63-64), bid deadline April 13. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-5589).

**SWEDEN**—Spray nozzles for airless application of plastic. O. Sundström & Co. AB (manufacturer, wholesaler, agent), Dagjämningsgatan 16, Göteborg.

## 357 Office, Computing, Accounting Machines

**See also SPECIAL TRADE LEADS on page 28.**

**NORWAY**—Computing and accounting machines, typewriters, duplicating and reproduction machines, other office machines and equipment. Direct purchase and agency. West-Am A/S (importing wholesaler, manufacturers' agent), 154 Drammensveien, Oslo. WTD 11/27/63.

**SOUTH AFRICA**—Bathroom scales. Jacoby & Co. (Pty) Ltd. (importer, wholesaler, agency), P.O. Box 3455, Johannesburg. WTD 12/16/63.

Trading stamp dispensing machines. Direct purchase and/or agency. Acme Radio (importer, wholesaler, retailer), 52, Fourth Ave., (or P.O. Box 7081), Newton Park, Port Elizabeth. WTD 3/23/63.

**SWITZERLAND**—Dictating machines, tape recorders, electric typewriters, copying machines. Direct purchase and agency. E. Schwander, Isabella (importing distributor, commission agent), Idyllweg, Hergiswil am See/NW. WTD 7/31/63.

## 358 Service Industry Machines

**See also SPECIAL TRADE LEADS on page 28.**

**GERMANY**—Commercial refrigerated food equipment, i.e. frozen food cabinets. Direct purchase and agency. Adler Kuehlanlagen K.G., Spaldingstrasse 160b, Hamburg 1. WTD 2/12/64.

■ **GREECE**—Open type refrigeration condensing units, from ¼ to 50 h.p.; semi-hermetic type, same, ¼ to 15 h.p.; ¼ to 5 h.p.; various parts for refrigeration condensing units; refrigeration copper tubing; fittings, couplings; various hand tools; approx. $100,000, fob factory value. Quotation date March 30. Eteps Liacacos-Xourafas, S.A., Piraeus St., No. 10, Athens 101. Buyer has expressed interest in purchasing commodities. Suppliers may provide price lists, catalogs, or other descriptive material on which orders may be based. Loan No. 240-H-028. U.S. source. SBC-126.

● **IRAN**—Laundry machine, 1: fully automatic, capacity between 45 kgs to 55 kgs per hr., rinsing unit, dryer, steam pressing unit suitable for operation with above machine, relative accessories. Bid deadline May 12. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3518).

**NORWAY**—Air conditioners, room and packaged units. Direct purchase and agency. Moderne Kjoling (importing wholesaler, manufacturers' agent), 42 Waldemar Thranesgate, Oslo. WTD 2/19/64.

**SOUTH AFRICA**—Window-washing equipment suitable for use on multi-story buildings; details and prices of most modern and efficient methods required. Supervision Services (Pty.) Ltd., Suite 1, 18 Keeler Place, Durban, Natal. WTD 2/14/64.

**SWITZERLAND**—Machinery for restaurant and hotel industries, all types. Direct purchase and agency. RAMAX AG. (manufacturer, importer, manufacturer's representative), Blumenbergplatz 7, St. Gallen. WTD 2/13/64.

**SYRIA**—Spare parts for washing machines. Spare parts for refrigerators. Direct purchase and agency. Antranig Colajian (importer, wholesaler, retailer), Suleimanieh St. 21/1, Aleppo. WTD 2/10/64.

● **TAIWAN**—Supply of 2 industrial dehumidifiers to operate on 220 or 440 v., 60 cycles. Tender No. GFB-17767(S), bid deadline April 3. Central Trust of China, Purchasing Dept., 49, Wu Chang Jie, Sec. 1, Taipei.★ (Telephone: 202-WO 7-5346).

## 361 Electric Transmission, Distribution Equipment

**FRANCE**—Electrical measuring instruments. European Market Association (dealer), 34 rue de la Victoire, Paris 9. WTD 2/12/64.

● **GREECE**—Low voltage cartridge fuse links rated 80-350 amps., 27,470. Tender No. PAP/1457, bid deadline March 28. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens. In case award is made to a U.S. firm, procurement will be charged against AID loan 240-H-028.★ (Telephone: 202-WO 7-4242).

■ 9000 KVA, 22,000, 6600 volt power transformer. Quotation date March 31. General Cement Co., 8 Dragatsaniou St., Athens. Cable quotations acceptable. Loan No. 240-H-028. U.S. source. SBC-126.

■ 6.6 KV and L.T. transformers, various descriptions, quantities, 13 items. Ref. No. 31. Bid deadline March 26. N.H., L.T. cartridge fuse links with knife blade contacts: L.T. Fuse cartridges with slotted tags, non-slotted tags, for distribution pillars. Ref. No. 32. Bid deadline March 28. Public Power Corp., Athens Piraeus Div., 4, Korai St., Athens. Loan No. 240-H-028. U.S. source. Bids are solicited on a world wide basis. If selected offer is from the U.S.. it is expected that these purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained by writing to Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-124.

■ **INDIA**—220 KV, 33 KV switchgear, to specn. Nos. IE-1A, IE-2A, 1 complete set each; control panels, to specn. No. 10E. ISM Ref. No. D/ENQ/932. Tender No. Project/2049-R/Satpura/Group-J3/V. Tender fee, $54.60 ea., not refundable. In their own interest prospective suppliers are advised to study the specifications before purchasing tender forms. Loan No. 386-H-077. U.S. source. Bid deadline April 28. Director General of Supplies & Disposals, Na-

tional Insurance Bldg., Parliament St., New Delhi. Specifications may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-124.

■ **ISRAEL**—Crouse-Hinds, or equal, equipment, Cat. No. WT44592-B remote control wind tee, with operator control automatic, no wind return and position transmitter, 230 v., 50/60 cycles; cat. No. TL982 panel with switches and Selsyn indicator, for use with same. S/A No. 795/9. Loan No. 271-H-083. U.S. source. Bid deadline March 23. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y. 10022. Attn: Mr. Hans. Tenders should refer to S/A No. and be prepared on the basis of fas U.S. port of exit. Delivery required by June. Prices should be itemized; trade and cash discounts shown. Suppliers may devise own forms for submitting tender to buyer in duplicate. SBC-122.

**JAPAN**—Oscilloscopes, signal generators, voltmeters. Trade Opportunities Staff, BDSA-111, Room 4203, Box IT60-64M, Dept. of Commerce, Washington, D.C. 20230.

## 362 Electrical Industrial Apparatus

**FRANCE**—Motors, fractional, special aircraft. European Market Association (dealer), 34 rue de la Victoire, Paris 9. WTD 2/12/64.

● **SYRIA**—One stationary diesel generator set, 2,000 k.w., 5,500 volts, 50 cycle, 475 max. r.p.m. with auxiliary equipment, approx. $265,000. Tender No. 8, bid deadline May 2. Bid documents and specifications available for $27.50 from Treasury of the Latakia Water & Electricity Co., Latakia, Syria.

● **TRINIDAD**—One standby diesel generator set, 12 KVA, 70 A.H. battery and 5 KVA inverter with automatic start and change-over. Bid deadline March 25. Specifications may be obtained from Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain. Purchases exempt from import duties.

## 363 Household Appliances

**GERMANY**—Electric hand mixers, household; toasters, electric, automatic and non-automatic, household; hair driers, electric, household; can openers, electric, household; direct purchase and/or agency. Price quotations cif Rotterdam. Robert Krups (importer, wholesaler), 29 Heresbachstrasse, 565 Solingen-Wald. WTD 2/3/64.

Frozen food cabinets, household. Direct purchase and agency. Adler Kuehlanlagen K.G., (importer, wholesaler), Spaldingstrasse 160b, Hamburg 1. WTD 2/12/64.

● **IRAQ**—Supply of 50 refrigerators, 12 cu. ft.; 450 fans, 16″ dia.; 80 water coolers, 20 gal. cap.; 40 water coolers, 12 gal. cap. Tender No. ORD/23/1964, bid deadline April 1. Directorate of Contracts, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5346).

**SOUTH AFRICA**—Barbeque equipment. Jacoby & Co. (Pty) Ltd. (importer, wholesaler, agency); P.O. Box 3455, Johannesburg. WTD 12/16/63.

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## 364 Electric Lighting, Wiring Equipment

**SOUTH AFRICA**—Table lamps of all kinds, high grade. Jacoby & Company (Pty) Ltd. (importer, wholesaler, agency), P.O. Box 3455, Johannesburg. WTD 12/16/63.

● **TAIWAN**—Automatic lampchanger; parts for acetylene lights; parts for lightstation, switches; parts for diesel-generator sets. Tender No. GF3F-17976; bid deadline March 27. Purchasing Dept., Central Trust of China 49, Sec. 1 Wu Chang St., Taipei.★ (Telephone: 202-WO 7-4242).

## 365 Television Receivers

**ECUADOR**—Television receivers. Direct purchase and agency. A. Baquerizo G.; Chile No. 201-205; P.O. Box 208, Guayaquil. WTD 1/30/64.

## 366 Communication Equipment

● **GREECE**—Supply of 36,000 distribution boxes, 15,000 cable terminal heads, 2,000 outdoor cable cabinets, estimated cost $425,000. Tender No. 6276, bid deadline April 9. Hellenic Telecommunications Organization, Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● Supply of 350 local battery switchboards, estimated cost of $95,000. Tender No. 6302, bid deadline April 18. Supply of 45,000 terminal block assemblies, 35,000 spare covers for assemblies, and 150,000 central battery transmitter insets, estimated cost of $140,000. Tender No. 6295, bid deadline April 21. Items for telephone sets of German make. Hellenic Telecommunications Organization, Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **NEW ZEALAND**—Supply of circuit signalling for control of level crossing alarms. Global tender No. NZR.E.794, bid deadline March 25. Chief Civil Engineer, New Zealand Government Railways, Wellington C.I. Specifications with drawings may be obtained from New Zealand Senior Trade Commissioner in the United States, 1145 19th St., NW., Washington, D.C. 20036, making reference to file 64/109.

● Supply of miniature control panel components for railway signalling. Global tender No. NZR. E. 801, bid deadline April 15. Superintending Engineer Signals & Communications, New Zealand Government Railways, Wellington, C.1 A copy of specifications may be obtained from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C. 20036.

■ **NIGERIA**—Portable video tape recorders, closed circuit type, 220 v., 50 cycle, 2 ea.; tapes with reels, for same, 6 ea. Bid No. Nigeria 64-1. Ref. No. 620-11-690-208. Contract No. AID/afe-121, between The Board of Education of Washington County, Hagerstown, Maryland, Modern Aids to Education Project in Nigeria and Agency for International Development, Washington, D.C. Copies of tender are available from Mr. C. M. Mann, Director of Purchases, Washington County, Hagerstown. SBC-122.

## 367 Electronic Components, Accessories

■ **ECUADOR**—Electronic language laboratory, 20 place, students, transistorized amplifiers and console unit. Include master play, individual listen, talk feature, unitized head phone, microphone unit. Six units to have tape deck, utilizing tape cartridge, other fourteen to have active feedback amplifiers to permit the student to listen to his voice. All gear protected against high humidity, tropical region, temperatures. Supplier must be able to install at University of Guayaquil, service equipment during first year. Bid should include supplies and replacement parts for one year normal operation. Installation must be completed before June 1, to correspond to academic year at the University of Guayaquil. Contract No. AID-c-1750-2 (Ecuador). Bid deadline March 27. Quotations and bids should be directed to: Mr. Frank L. Worley, Jr., c/o Office of International Affairs, University of Houston, Cullen Blvd., Houston, Texas; 77004, SBC-117.

**FRANCE**—Electronic components, commercial. European Market Association (dealer), 34 rue de la Victoire, Paris 9. WTD 2/12/64.

Electronic components, commercial. Direct purchase and agency. France Nucleaire Electronique (importer, agent), 59 Avenue Victor Hugo, Paris 16. WTD 2/13/64.

Electronic components, parts; control equipment for high precision instruments. "Batic", Etudes et Réalisations Scientifiques et Industrielles (importer, manufacturer), 74 quater Bld. de Cessole, Nice A.M. WTD 2/18/64.

## 371 Motor Vehicles, Motor Vehicle Equipment

**See also SPECIAL TRADE LEADS on page 28.**

■ **INDIA**—King pin sets for Chevrolet, Dodge; tie rod ends, clutch plates, Willys; master cylinder kits, Chevrolet, GM., Ford; clutch release bearings, timing chains, Universal joints, repair kits, water pumps, fuel pumps, gear transmission; distributor parts, voltage regulators. Ref. No. 60(940)/63-082/Aid(1). IL No. 033161. Loan No. 386-H-082. U.S. source. Quotation date April 7. Poona Automobiles, Laxmi Bldg., Kennedy Bridge, Bombay 4. SBC-124.★

**IRAN**—Spare parts for all U.S. made autos, with particular interest in Chevrolet and Jeep repair parts; also Diesel engine repair parts. The Ohanjanian Store, Fourth of Ordibehesht Avenue, Tabriz.

■ **TURKEY**—Automotive spare parts, various part numbers, names, quantities. IL No. 2454. Otobahar Kollektif Sirketi, Avram Behar ve Semtov Saltiel, Sirkeci, Nobethane Caddesi, Darussade Sok. No. 16, Istanbul. Cable: OTOBAHAR KOL. STI. SIRKECI. Quotation date March 25. Loan No. 277-H-043. U.S. source. SBC-114.★

## 372 Aircraft, Parts

**FRANCE**—Actuators, linear motion, electric, aircraft. European Market Association (dealer), 34 rue de la Victoire, Paris 9. WTD 2/12/64.

■ **INDIA**—Components for aircraft refuelers and fire fighting tankers, Parker, or similar, various descriptions, 13 items, 27 nos.. fuel dispensing and control equipment. Ref. No. 65(18)/63-082-Aid.III. IL No. A-546089/62/AU/-DW/CCI/HQ/RM. Quotation date March 29. Loan No. 386-H-082. U.S. source. Bharat Industries & Commercial Corp., Tower House, Chowringhee Square, Calcutta 1. Cable: BHARATSEED, Calcutta. SBC-119.★

## 374 Railroad Equipment

● **NEW ZEALAND**—Supply of 10 diesel engine sets with fluid couplings, driving plates or hydraulic torque converters, radiators and

other associated equipment to re-engine existing locomotives. Global tender No. NZR-356, bid deadline April 15. Comptroller of Stores, New Zealand Government Railways, Wellington C.I., New Zealand. A copy of specifications with drawings may be reviewed in Room 4814, Department of Commerce, Transportation Equipment Division, BDSA-321, Washington, D.C. 20230, Telephone: 202-WOrth 7-4816, or from New Zealand Senior Trade Commissioner in the United States of America, 1145 19th St., NW., Washington, D.C. 20036, making reference to file 64/110.

■ **PAKISTAN**—Screw coupling (car couplers) complete, 14,300 each. S/A No. 040515. Tender No. PIC/31/1-63 (Commodity Aid/63), fee $5.25, drawing fee $2.94, not refundable. Bid deadline March 27. Loan No. 391-H-066. U.S. source. Pakistan Western Railway, Chief Controller of Purchase, Lahore. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-122.

### 381 Engineering, Laboratory, Scientific, Research Instruments

**FRANCE**—Laboratory instruments. Société Gamida (importer, wholesaler), 41 Bld. du Montparnasse, Paris 6. WTD 2/6/64.

Laboratory stainless steel equipment for chemical, pharmaceutical industries. Milinox—Matériel Inoxidable pour Laboratoires & Industries (manufacturer), 81 rue d'Avron, Paris 20. WTD 5/10/63.

■ **INDIA**—Instructional wind tunnel with accessories; three dimensional smoke tunnel and accessories; two dimensional analog plotting tank and accessories. Inquiry No. 781. Requisition No. 1090 AE/1, 2, 3, 4. Limited world wide (898). Quotation date March 31. Quotations should be submitted to: Robert E. Johnson, Purchasing Agent, Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Mass. SBC-122.★

■ Laboratory equipment and supplies, such as coal sampling, moisture determination, ash, phosphorous, volatile matter determination apparatus, 100 items. Ref. No. D/ENQ/931. Tender No. S/Project/30/4-R/Talcher/Lab./Ept. VA. Tender fee $12.25, not refundable. Loan No. 386-A-044 (DLF Loan 190). U.S. source. Bid deadline March 31. Director General of Supplies, Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-122.

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

■ **INDIA**—Dial indicators and gauges, assorted makes, descriptions, quantities, 25 items, fas port of exit. Ref. No. 65(331)/63-Aid(1). IL No. A.588277/61/AU-DW/CCI/HQ/RM. Loan No. 386-H-055 (DLF Loan No. 217). Quotation date March 31. Mahindra & Mahindra Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: Jeeps, Bombay. SBC-118.★

■ **INDIA**—Anemo meters with quick zero attachment; U tube water gauge. Tender No. S/245/AID. Loan No. 34. Bid deadline March 27. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications are available. SBC-124.

### 383 Optical Instruments, Lenses

■ **GREECE**—Meteorological instruments, such as: wind gauges, pluviographs, self registering vaporimeters, thermo-hydrographs, thermometers, self-recording instruments, barographs, aneroid barometers. Ref. No. 30. Loan No. 240-H-028. U.S. source. Agricultural Bank of Greece, Supplies Service, Head Office 23, El. Venizelos St., Athens. Bid deadline March 30. Bids are solicited on a world wide basis. If selected offer is from the U.S., it is expected that these purchases will be financed by AID under the loan cited or with free dollars. Copies of detailed specifications and conditions may be obtained by writing to Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-124.

### 384 Surgical, Medical, Dental Instruments

**FRANCE**—Surgical sutures; surgical knives; suspensories; suture wire; treatment and examination tables; anesthetist stools; other related medical equipment and supplies. Societe Gamida (importer, wholesaler), 41 Bld. du Montparnasse, Paris 6. WTD 2/6/64.

### 386 Photographic Equipment

**See also SPECIAL TRADE LEADS on page 28.**

● **IRAQ**—Photographic and X-ray darkroom equipment, accessories. Tender No. 5/64, bid deadline May 3. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone 202-WO 7-2778).

● X-ray films, fixing and developing chemicals. Tender No. 1/64, bid deadline April 19. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2778).

### 396 Costume Jewelry, Novelties, Buttons, Notions

**FRANCE**—Buttons, plastic, parts; needles, hand sewing; hairpins, notions; jewelry, fancy. Société Francaise des Etablissements Peco (dealer), 96/98 Faubourg St. Martin, Paris 10. WTD 8/28/62.

### 399 Manufacturing Industries

**ECUADOR**—Ceramic ornamental objects, of high quality only. A. Baquerizo G. (importer, wholesaler, retailer), Chile No. 201-205; P.O. Box 208, Guayaquil. WTD 1/30/64.

■ **INDIA**—Bimetallic strip material, various strip numbers, F-23, 1, 23, 77, 5; semi-finished shells up to notch operation; tools, 30 items, including knives, carbide broach rings; chemicals and anodes; c&f Madras. Ref. No. 65(82)/63-082-Aid.III. IL No. P/RM/2131540/R/DL/18/C/H/17-18. Loan No. 386-H-082. U.S. source. Quotation date March 25. Bimetal Bearings Ltd., Huzur Gardens, Sembiam, Madras 11, South. Cable quotations accepted. Interested suppliers may contact buyer's associates, Cleveland Graphite Bronze, 17000 St. Clair Ave., Cleveland 10, Ohio. SBC-119.★

**KUWAIT**—All kinds of presentation articles and novelties. Direct purchase and agency. Gulf (importer, wholesaler, retailer), Post Box 174, Kuwait. WTD 4/6/63.

■ **THAILAND**—Generator, gasoline driven, ¾ h.p.; air conditioners, min. capacity 27,500 BTU, 230 V., 50 cycle only, 3 ea.; typewriter, English keyboard, 15" carriage; scientific, professional instruments, apparatus, 38 items. Invitation No. AGR-DTEC-610(1). PIO/C No. 493-A-12-AH-9-30159. Limited world wide. Bid deadline March 31. Procurement & Supply Div., Dept. of Technical & Economic Cooperation, Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable Ttec, Bangkok. Single copies of complete invitation to bid are available from Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. SBC-124.

### 505 Farm Products

**FRANCE**—Fur-skins. Société Louis Sprung & Cie. ( manufacturer, dealer), 42 rue Faubourg Poissonière, Paris 10. WTD 2/11/64.

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## Shoe leather tender issued

The Government of Hong Kong, Controller of Stores, Stores Department, Oil Street, North Point, Hong Kong, has issued Tender Stores C/29/15/64, with a bid deadline of 12 noon on March 26, for 20,000 sq. ft. black calf upper leather; 7,000 square feet sheep lining leather; 10,000 lb. inner sole (belly) leather; 8,000 lb. outer sole leather, 9/11 iron; 3,500 lb. rim leather (shoulder), 4/6 iron; and 5,100 pairs leather, split toe cap (stiffener).

A tender will not be considered unless samples of all items offered are to be delivered to the Contracts Office at the address noted above by the time of the bid deadline.

A copy of the tender is available on a short-term basis to firms located in the U.S. from the LAPD Division, BDSA-310, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3416).

## Construction bids invited by Nigeria for medical center

Mr. Lewis V. Agonsi, Executive Secretary, Ojike Memorial Medical Center, P.O. Box 1274, Lagos invites applications to tender for the first phase in the construction of the Ojike Medical Center, which consists of staff housing and site works. The approximate value is 220,000 Nigerian pounds ($616,000).

Bid deadline is March 31.

Contractors who are interested in bidding on this project must register with the Ministry of Works & Surveys and demonstrate their experience and financial capability to undertake the work.

## Greece invites bids for kitchen equipment

The Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens, invites bids for supplying kitchen sinks, furniture, appliances for Aristotcles University of Solonica. Estimated value is $45,670. The tender No. is B/59/1964.

A copy of the terms and specifications is available on a short-term loan basis to firms located in the U.S. from Building Materials & Construction Industries Division, BDSA-306, Rm. 4014, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

# International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 195 Small Arms

**SWITZERLAND**—Small arms sporting types. EDE Einkaufsgenossenschaft der Eisenwarendetaillisten (importer, wholesaler), Daeniken/SO. WTD 2/64.

### 200 Food

**GREECE**—Foodstuffs; specifically rice, squid, mackerel, red caviar, salmon, shrimps. Pean J. Pazaropoulos & Co. (sales agent), 51 Evripidou St., Athens. WTD 7/12/63.

**SPAIN**—Foodstuffs, beverages, all kinds; exclusive agency. Louis H. Heydeman (wholesaler, selling agent), Marina 10, Sta. Cruz de Tenerife, Canary Islands. WTD 2/17/64.

### 201 Meat Products

**SPAIN**—Frozen chicken and pork, all kinds; exclusive agency. Louis H. Heydeman (wholesaler, selling agent), Marina 10, Santa Cruz de Tenerife, Canary Islands. WTD 2/17/64.

### 203 Canning, Preserving Foods

**NETHERLANDS**—Canned and dried fruit, honey, fish. G. Buttner 43c Henegouwerlaan or P.O. Box 158, Rotterdam-3.

**SPAIN**—Canned goods, all kinds; exclusive agency. Louis H. Heydeman (wholesaler, selling agent), Marina 10, Santa Cruz de Tenerife, Canary Islands. WTD 2/17/64.

### 220 Textile Mill Products

**GREECE**—Dacron, other synthetic fabrics for men's suitings; requests replies from manufacturers only. Canellias, Cotsis & Co. (manufacturers' representative), 64 Ermou St., Athens. WTD 1/28/63.

### 225 Knitting Mills, Products

**AUSTRALIA**—High class ladies' and men's underwear, synthetic and natural fibres. Direct purchase and agency. Requests samples and price lists f.o.b. or c.i.f. Sydney. Frederick A.F. Boughey (importer, agent), Box 4985, G.P.O., Sydney. WTD 2/10/64.

**SCOTLAND**—Knitwear; requests replies from manufacturers only. Gavin B. Macdonald (manufacturers' agent), 142 Queen St., Glasgow, C.1. WTD 9/11/63.

### 228 Yarn, Thread Mills, Products

**FRANCE**—Yarn, nylon. Société Sovedec (sales agent), 4 rue de Ponthieu, Paris 8.

Banlon and nylon cuttings. Gerard Thieffry Herbaux (importer, commission merchant), 108 rue de Roubaix, Toufflers, par Landy, Nord. WTD 11/21/62.

### 229 Textile Goods

**FRANCE**—White thread pure or 97% graded cotton waste. Gerard Thieffry Herbaux (importer, commission merchant), 108 rue de Roubaix, Toufflers, par Landy, Nord. WTD 11/21/62.

### 231 Men's, Youths' Suits, Coats, Overcoats

**AUSTRALIA**—High class men's outerwear and fashion goods. Direct purchase and agency. Requests samples and price lists of f.o.b or c.i.f. Sydney. Frederick A.F. Boughey (importer, agent), Box 4985, G.P.O., Sydney. WTD 2/10/64.

### 232 Men's, Youths', Boys' Furnishings

**AUSTRALIA**—High class men's shirts, dress and sport. Direct purchase and agency. Requests samples and price lists f.o.b. or c.i.f. Sydney. Frederick A.F. Boughey (importer, agent), Box 4985, G.P.O., Sydney. WTD 2/10/64.

### 233 Women's, Misses', Juniors' Outerwear

**AUSTRALIA**—High class ladies' wear and fashion goods. Direct purchase and agency. Requests samples and price lists f.o.b. or c.i.f. Sydney. Frederick A.F. Boughey (importer, agent), Box 4985, G.P.O., Sydney. WTD 2/10/64.

### 262 Paper Mills, Products

**UAR**—Firm desires to operate as sales agents for manufacturer of newsprint and magazine paper. Arab Foreign Trade Co. S.A.E. (importer, distributor), 12 Yusef El Guindi St., Cairo. WTD 4/23/62.

### 263 Paperboard Mills, Products

**ECUADOR**—Carboard, bogus bristol (Agency on commission basis). Fernandez Galindo, D.; Rocafuerte 700-706, P.O. Box 402, Guayaquil. WTD 10/17/63.

### 264 Converted Paper, Paperboard Products

**SPAIN**—Filters, foil paper, cellophane and cardboard cartons for cigar and cigarette manufacturing plants; exclusive agency. Louis H. Heydeman (wholesaler, selling agent), Marina 10, Santa Cruz de Tenerife, Canary Islands. WTD 2/17/64.

### 282 Synthetic Materials

**GREECE**—Polyethylene, polystyrene and acetate, second choice, for use as stocklot material; polyethylene monofilament waste; commission basis. Angel Tsambatos (sales agent), 8 Ploutonos St., Athens.

**NETHERLANDS**—Raw materials for plastics manufacturing industry, including polyethylene, polystyrene and other copolymer resins, thermohardeners. Agency for the Netherlands and/or European countries. M. & R. de Monchy N.V. (importer, exporter, agent), 106 Meent, Rotterdam-1. WTD 10/23/63.

**NORWAY**—Resins for plastics industry. G. O. Johnsen A/S (importing wholesaler. manufacturers' agent), 1 Torggaten, Oslo. WTD 2/4/64.

### 283 Drugs

**ETHIOPIA**—All types of pharmaceutical products. Ethiopian Pharmaceutical Share Co., importer, wholesaler, distributor, P.O. Box 2049, Addis Ababa. WTD 10/2/63.

**MOZAMBIQUE**—Pharmaceutical specialties for human use. Exclusive agency; requests replies from manufacturers. Boror Comercial, S.A.R.L. (general merchant, agent, importer, exporter), P.O. Box 4—Lourenço Marques. WTD 4/30/63.

**NORWAY**—Raw materials including vitamins for pharmaceutical industry. G.O. Johnsen A/S (importing wholesaler, manufacturers' agent), 1 Torggaten, Oslo. WTD 2/4/64.

### 287 Agricultural Chemicals

**MOROCCO**—Fertilizers. Etablissements Tawfik S.A. (agent), 34 Avenue du Chellah, Rabat. WTD 1/27/64.

### 307 Plastic Products

**FRANCE**—Plastic semi-finished products. Société Sovedec (sales agent), 4 rue de Ponthieu, Paris 8.

**GREECE**—Plastic products: artificial plastic leather, plastic tiles and flooring, plastic sheeting for curtains, upholstery, tablecloths. Sophocles Varcoutas (sales agent), 12 Petraki St., Athens 126. WTD 7/5/63.

### 322 Glass, Glassware

**GREECE**—Glass owenware; commission basis. Angel Tsambatos (sales agent), 8 Ploutonos St., Athens.

### 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**FRANCE**—Diamond abrasive grinding wheels, related sharpeners for woodworking cutting tools and saws. Agency and/or distributorship. Requests replies from manufacturers only, in French. Alfred Zimmermann (sales, manufacturers' agent), 15 Rue du Parlement Sainte-Catherine, Bordeaux, Gironde. WTD 2/14/64.

### 342 Cutlery, Hand Tools, General Hardware

**FRANCE**—Cutting dies, blanking die sections, related articles, including woodworking carbide cutting tools of all categories. Agency and/or distributorship. Requests replies from manufacturers only in French. Alfred Zimmermann (sales, manufacturers' agent), 15 Rue du Parlement-Sainte-Catherine, Bordeaux, Gironde. WTD 2/14/64.

**SOUTH AFRICA**—Pliers, hand tools, wrenches (except pipe wrenches). Youldon & Glencourse (Pty) Ltd. (agency), P.O. Box 1102, Johannesburg. WTD 2/17/64.

Domestic hardware and kitchenware. H.F. Goddard & Co. (Pty.) Ltd. (manufacturers' representative), P.O. Box 2814, Durban. WTD 2/7/64.

**SWITZERLAND**—Hand tools, hardware, housewares. EDE Einkaufsgenossenschaft der Eisenwarendetaillisten (importer, wholesaler), Daeniken/SO. WTD 2/64.

### 343 Heating Apparatus, Plumbing Fixtures

**AUSTRALIA**—Package boilers; horizontal firebox-steel; comprehensive range excepting miniature. Commonwealth Engineering (Qld) Pty. Ltd. (manufacturer), Rocklea East, Brisbane, Queensland. WTD 9/30/63.

### 352 Farm Machinery

**FRANCE**—Fruit and vegetable sizers, graders; pickers, cleaners, brushers, washers, driers; automatic fruit weighers; box dumpers,

paller bins, stapling machines, staples for bottom stitching and pre-packaging; containers (plastic and other types) for peaches, apples, pears; fruit handling equipment (elevators, pallets, other machines); sprayers (power and speed) for orchards and farm-fields, light and medium-duty machinery and attachments for preparing crops for market and use. Equipment and supplies suitable for utilization by fruit-growers in Southwest France and fruit packing establishments. Requests replies from manufacturers only, in French. Maurice Hugonnet (retailer, jobber, sales, manufacturers' agent, distributor, commission merchant), Place Royale, Moissac, Tarn-et-Garonne. WTD 2/17/64.

**NEPAL**—Tractors and parts. Nepal Poultry, Livestock & Agricultural Farm (pvt) Ltd. (commercial farming), Babar Mahal, Kathmandu.

### 355 Special Industry Machinery

**GREECE**—Extruder injection molders, bowl film take off, belt and tube take off, pelletizer rotary cutter; commission basis. Angel Tsambatos (sales agent), 8 Ploutonos St., Athens.

**SOUTH AFRICA**—Machinery for manufacturing rubber stamps; also machinery for sealing polyethylene. H.F. Goddard & Co. (Pty.) Ltd. (manufacturers' representative), P.O. Box 2814, Durban. WTD 2/7/64.

Electrically-operated coffee-grinding machinery; complete range from household to factory size; requests replies from manufacturers only. Bulk Tea Suppliers (Pty.) Ltd. (importer, distributor, manufacturer), P.O. Box 69, Dalbridge, Durban, Natal. WTD 2/14/64.

**SPAIN**—Equipment, apparatus for use in canning fruits, vegetables, other foods; exclusive agency. Louis H. Heydeman (wholesaler, selling agent), Marina 10, Santa Cruz de Tenerife, Canary Islands. WTD 2/17/64.

### 357 Office, Computing, Accounting Machines

**SOUTH AFRICA**—Office machines and equipment, especially labor-saving devices and gadgets. H.F. Goddard & Co. (Pty.) Ltd. (manufacturers' representative), P.O. Box 2814, Durban. WTD 2/7/64.

### 365 Radio, Television Receiving Sets

**MOROCCO**—Television receivers meeting European specifications; transistor radios. Etablissements Tawfik S.A. (agent), 34 Avenue du Chellah, Rabat. WTD 1/27/64.

### 366 Communication Equipment

**MOROCCO**—Telephone equipment. Etablissements Tawfik S.A. (agent), 34 Avenue du Chellah, Rabat. WTD 1/27/64.

### 371 Motor Vehicles, Motor Vehicle Equipment

**COLOMBIA**—Automobile and truck (U.S. manufactured) replacement parts. Commission basis. Northern coast of Colombia only. Jose Spinner (sales agent), Apartado Aereo 500, Barranquilla.

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**NORWAY**—Manometers, related instruments, equipment for remote reading on board merchant ships, particularly of pressure in steam boilers, steam pipes, lubrication systems, scavenge air, exhaust pressure before and after passing turbo-blower, pressure before and after passing air cooler of engine; requests replies from manufacturers only. Luftmateriell A/S (manufacturer's agent), 2c Prinsensgate, Oslo. WTD 3/14/62.

### 384 Surgical, Medical, Dental Instruments

**ETHIOPIA**—Surgical dressings; hospital equipment, requests replies from manufacturers. Ethiopian Pharmaceutical Share Co. (importer, wholesaler, distributor), P.O. Box 2049, Addis Ababa. WTD 10/2/63.

### 394 Toys, Amusement, Athletic Goods

**AUSTRIA**—Creative, mechanized toys. Requests replies from manufacturers. "Schedy" Josef Sedy (importer, sales representative), Thaliastrasse 164, Vienna XVI. WTD 2/20/64.

**SWITZERLAND**—Sporting equipment, various types. EDE Einkaufsgenossenschaft der Eisenwarendetaillisten (importer, wholesaler), Daeniken/SO. WTD 2/64.

### 396 Costume Jewelry, Novelties, Buttons, Notions

**SOUTH AFRICA**—Buttons of all types; mother-of-pearl, plastic. H.F. Goddard & Co. (Pty.) Ltd. (manufacturers' representative), P.O. Box 2814, Durban. WTD 2/7/64.

## Leads for Importers

### 019 Commercial Farms

**ENGLAND**—Specialist in supply and training of police and guard dogs wishes to supply fully trained German Shepherd police and guard dogs to commercial and industrial establishments and to create the sales of adult trained German Shepherd dogs to the general public. Morgans & Co., Ivyleaf Training Kennels, Langley Lane, Birch, Heywood, Lancashire. WTD 2/26/64.

### 201 Meat Products

**MALTA**—Smoked, streaky cuts bacon, lean, boneless, flangeless; luncheon meats, canned picnic ham, corned beef. A. C. Wismayer & Co. Ltd., 62, Old Bakery St., Valletta. WTD 2/25/64.

### 225 Knitting Mills, Products

**AUSTRALIA**—Men's and women's ski sweaters, all sizes. Will manufacture special styles upon request. Bruce Pie Industries Ltd., Araluen St., Kedron, Brisbane. WTD 9/2/60.

### 229 Textile Goods

**SENEGAL**—Binder twine, baler twine. Societe Commerciale et Industrielle du Sac (SOCOSAC) B. P. 280, Dakar. WTD 2/7/64.

### 233 Women's, Misses', Juniors' Outerwear

**GERMANY**—Knitted ladies' costumes of synthetic material and/or 100% wool, Erhard & Entress KG., Strickwarenfabrik, 7257 Ditzingen/ Wuerttemberg, Siemensstrasse 28. WTD 4/23/62.

**SWEDEN**—Middle- and low-priced women's dresses. Derbex Konfektion, Reutersgatan 2A, Goteborg. WTD 2/17/64.

### 323 Glass Products

**GERMANY**—Newly developed hand mirror for barbers. Gebr. Nubert K.G., 707 Schwaebisch Gmuend/Wuertt., Benzholzstrasse 18. WTD 4/23/62.

### 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**PHILIPPINES**—Silica sand, 20 to 200 mesh, washed and screened. c/o Mr. Gus A. Real, Vice President & General Manager, Hermar Corp., 575 Atlanta St., Port Area, P.O. Box 1097, Manila. WTD 6/17/63.

### 342 Cutlery, Hand Tools, General Hardware

**DENMARK**—Manufacturers of arc welding transformers, spot-seam, projection welding machines, portable spot welders for automobile repair shops and dc arc welders in sizes 200 and 300 amps interested in contacting general machine importer in U.S. Danish Welder Co., Hans L. Larsen & Son, 128 Borupsalle, Copenhagen. I.R. 105.

### 343 Heating Apparatus, Plumbing Fixtures

**DENMARK**—Manufacturer wishes to sell warm air furnaces with built-in humidifier. C. D. Ammertorp, Vintappervej 6, Kgs. Lyngby. I.R. 193.★

Seeks Commission Agent or Distributor for new design of shut-off valve for pipe lines and new design of mixing valve for hot and cold water. Egil Barfod & Co. A/S, Gothersgade 101, Copenhagen. WTD 3/5/63—I.R. 161.

### 351 Engines, Turbines

**DENMARK**—Manufacturer seeks U.S. importer-distributor for diesel engines, diesel generator sets. Herman Svendsen, Ltd., Gasvaerksvej 3, Glostrup, Copenhagen. I.R. 167.★

### 354 Metalworking Machinery

**DENMARK**—Wants to sell to U.S. through importer-distributor high quality metal drawing presses, specialized hydraulic press equipment including custom-order types. Scan-Technic, Ltd., Raadhuspladsen 16, Copenhagen V. WTD 4/2/62. I.R. 186.★

### 356 General Industrial Machinery

**DENMARK**—Milking machine parts, field pumps. Strange-Hansen, Kongevej 155 Virum. I.R. 93.★

### 373 Ship Building, Repairing

**FRANCE**—Wooden boats (trade name "Arcoa") ranging in length from 5 to 11 meters (approx. from 16 to 36 ft.), for sport or pleasure including inboard motorboats, sailboats, sailboats with fixed or nonfixed auxiliary power, capacity from 2 to 6 persons, equipped with marine engines from 4 to 100 h.p. Also with outboard motors. Societe des Moteurs Couach, 125 Boulevard de la Plage, Arcachon, Gironde. Requests replies in French. WTD 2/12/64.

### 381 Engineering, Laboratory, Scientific, Research Instruments

**DENMARK**—Slide rules for advertising purposes. Diwa Mfg. Co., Gentoftegade 45, Gentofte, (Copenhagen). WTD 7/8/59. I.R. 188.★

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**YUGOSLAVIA**—Ventilators' termorotor—a new design for high speed deaerisation, pasteurization, distillation, evaporation, etc. for laboratories (capacity 75 liters of evaporated water per hour). Ventilator, Radnicka cesta Dure Dakovica 32, (P.O. Box 225), Zagreb. WTD 2/20/64.

### 384 Surgical, Medical, Dental Instruments

**DENMARK**—Wheel chairs; folding portable, general purpose, hand operated through chain or pulley drives, motorized units using small gas engine. Karl Jensen, Nordre Strandvej 37, Risskov. I.R. 66.

### 396 Costume Jewelry, Novelties, Buttons

**DENMARK**—Fancy goods, gift articles of wood, also high quality toys. Rud Madsen, Englandsvej 393, Kastrup, Copenhagen. WTD 7/14/59. I.R. 84.

### 399 Manufacturing Industries

**DENMARK**—Seeks importers for wrought iron lanterns for outdoor use, heavy and durable quality. Exclusive Exports, 11 Blaabaervaenget, Skanderborg, Denmark. I.R. 75.

Bakelite handles. Backhaus & Co., Slotsgade 3, Ribe. I.R. 90.

Wants U.S. distributor for household adhesives based on pva, casein, epoxy, urea, other systems. Will repackage under U.S. product identification for U.S. marketer. Dansk Limfabrik, Koge. I.R. 117.

Hand carved teak-trays, figures, figurines, boxes, bowls, specialty, novelty items. Also some household articles. Arne Basse Danish Art Handicraft, Fjordbakken 3, Horsens. I.R. 54.

Manufacturer of waterproofing materials for building trade. Needs distribution, sales organization in U.S. for special building materials, primarily waterproofing materials. Vandex-B. V. Laboratoriet, 107 Grenaavej, Aarhus-Risskov. I.R. 71.

**GERMANY**—Barbers' stools, chairs, lavatories, furniture, complete installations for barber shops. Gebr. Nubert K.G., 707 Schwaebisch Gmuend/Wuertt., Benzholzstrasse 18. 4/23/62.

### 509 Wholesalers

**DENMARK**—Jute rags, waste. Saekkecentralen "Norden" A/S, Vestre Teglgade 4-6, Copenhagen SV. I.R. 118.

## Construction Projects

**ARGENTINA**—(132 peso=US$1). A call for bids is expected to be issued within a few months for the Ullun **hydroelectric power** project in San Juan Province, part of construction program of State power agency, Agua y Energia Electrica. For fiscal year 1964 agency has budgeted 678 million pesos. According to the agency, the project is about half completed, civil engineering works scheduled to be terminated in 1965. Total cost of the Ullun project is calculated at about 2 billion pesos, with ultimate cost determined by hydroelectric capacity, whether 30,000 k.w. or 35,000 k.w.

An Argentine firm has contract for civil engineering; no foreign participation in Ullun project at this time.

The State power agency reportedly will request credit terms from machinery suppliers. Contact: Agua y Energia Electrica, Lavalle 1554, Buenos Aires.

**BOLIVIA**—(11.10 bolivianos=US$1). Construction bids requested for the Corani **hydroelectric project** to be located near Cochabamba, reported in INTERNATIONAL COMMERCE, Dec. 2 issue, has resulted in pre-qualification of 14 firms.

The Bolivian Development Corp. is now advertising for **bids for machinery** and **related equipment** for the plant which will consist of two 13,500 k.w. **hydroelectric generators** operating on a 637 m. head. The transmission line will carry 115 k.w. for a distance of 42 km. from Corani to Cochabamba and a lesser amount for 195 km. from Cochabamba to the mines. In addition to the generators, the units required include **power transformers, pentstocks** and **gates** and so forth, switches and circuit breakers, pentstocks, shut-off valves, turbines, safety valves for pentstocks, headgates, emergency gates, cranes, control boards, power line carriers, steel towers, substation structures, alternate aluminum towers, line conductors, insulators.

Interested firms should write simultaneously to Corporation Boliviano de Fomento, Casilla 1124, La Paz, Bolivia, and to Montreal Engineering Co. Ltd., P.O. Box 250, Place d'Armes, Montreal 1, Quebec, Canada. The latter will issue specifications for the project while the former will register those firms which are interested. Bids will close on April 15 at 1600 hours (4 pm).

**CEYLON**—(100 rupees=US$21). The Government of Ceylon is reportedly actively considering two proposals to construct an **oil refinery,** estimated to cost 150 million rupees. Joint participation and turn-key proposals were submitted respectively by ENI (Ento Nazionale Indrocarbury) of Italy and Techno-Export of Czechoslovakia. Refinery includes a marine terminal large enough to berth 30,000 to 40,000 ton tankers. Reportedly, a French company, ENSA is also submitting a turn-key proposal. Establishment of the refinery is entrusted to the Ceylon Petroleum Corp., Colombo.

**ETHIOPIA**—(eth. $2.50=US$1). A sum of eth. $40,000 has been earmarked for surveying a railroute from Nazareth to Dilla. The study is expected to last one year. **Track laying** is estimated to cost approx. eth. $40 million. The work on this line followed the recommendations of experts who had been engaged in a feasibility study.

An additional eth. $3 million has been earmarked for surveying other areas in the country suitable for railway construction during the 2nd five year plan period. The surveying program is financed by fund grants made available by the Ministry of Finance and other organizations. Contact: Ethio-French Railway Co., Addis Ababa.

**IRAN**—(100 rials=US$1.32). A decision has been made to construct as quickly as possible a 220/132 KV **transmission line** from the Sefid Rud Hydroelectric plant to Tehran together with a 63 KV subtransmission line to Abeyek and Takistan. Distance of the first is about 240 km, subtransmission length 110 km; and installation of 3 more 17,500 KW **generators** in the Sefid Rud Dam. Total cost, including substations, transformers and generators is estimated at approx. US$16 million.

No decision has been reached as to which foreign consultant will be engaged for the design and supervision of construction, which is estimated to cost an additional US$1 million.

The design, as well as the construction, will be under the jurisdiction of Iran Electric Authority which will request proposals and requests for tenders. After completion, the transmission lines will be turned over for operation and maintenance to the Sefid Rud Water & Power Company and Karadj Water & Power Authority, respectively.

U.S. firms interested in further information are requested to contact the Public Works and Utilities Division of the U.S. AID Mission in Teheran, Iran, making reference to this article.

**IRAQ**—(1 dinar=US$2.80). Basra businessmen group, interested in starting **sand-lime brick factory** would like to receive quotations from U.S. manufacturers of brick making machinery. An offer to provide and install the machinery has reportedly been received from European manufacturer for 432,000 dinars. U.S. firms interested in further information may communicate with Mr. Nazir Tajirian, c/o U.S. Consulate, Basra, making reference to this article.

**ITALY**—(100 lire=US$1.60). Plans have been announced for an international **airport** to accommodate civilian and commercial aircraft of all types, estimated cost 230 million lire (approx. $382,500), 60% to be contributed by the Italian Government. The airport will be built on the site of an existing small airport at Levaldigi (Province of Cuneo) which has been under military jurisdiction. Levaldigi is situated about 65 km. from Turin.

The airfield, classified in the "F" category, will have a runway 1,480 meters long by 40 meters wide. The planning organization wants catalogs and illustrations of U.S. airport equipment which could be used at the Levaldigi airport. Contact: Dott. Giovanni Falco, President, S.p.A. "Aeroporto di Levaldigi," Corso Nizza 21, Cuneo.

**MALAYSIA**—(M$100.=US$32.68). An **18-story, 400-bed extension** of Federal Hotel in Kuala Lumpur was recently announced with construction to begin this year.

The new building will be air conditioned, have a **swimming pool** on the ground level, an adjacent **playground** for children, **cabanas** and **bowling alleys,** and **radios, television,** other modern accommodations built in each room. Management is interested in U.S. products and equipment for hotel, especially **elevators, escalators, air conditioning, refrigeration equipment,** swimming pool and bowling alley installations, restaurant and kitchen equipment. Contact: Mr. Jean Barrier, Federal Hotel, Kuala Lumpur, Federation of Malaysia.

**MEXICO**—(100 pesos=$8.00). Mexican Government has established Industrial Forestry Exploitation Unit in favor of new firm, Bosques de Mexico, A.C., for the **exploitation** and **industrialization of forestry resources** in

State of Durango. A non-profit civil association, the firm's administrative council will include representatives of Federal and Durango State Governments who will, in addition to the foregoing, construct paved roads; establish "population centers" with services such as schools, parks, housing, potable water, electric service.

Investment of $31.6 million will be made in a plant to produce mechanical pulp, newsprint, other types of paper. The decree provides that the firm must contract with private industry for the establishment of a pulp and paper mill to be in operation by Jan. 1967. Preliminary studies are being carried out, but reportedly no contract has been entered into for construction of the mill. Eventually, the industrial complex will have saw mills, plywood plants, other industries utilizing forestry raw materials.

U.S. firms interested in further information are invited to write: Bosques de Mexico, A.C., Torre Latino Americano—36 piso, S.J. de Letran y Madero, Mexico, D.F. Attn: Lic. Jose Luis Oliveros.

For expansion of its sugar industry, Mexican Government is planning construction of six **sugar mills,** as follows:

| *State* | *Type of sugar* | *Investment required for Equipment, Construction* | *Field Investment 1st year* |
|---|---|---|---|
| | | (1,000 pesos) | |
| Quintana Roo | Raw | 100,000 | 2,631 |
| Oaxaca | Raw | 182,400 | 6,698 |
| Chiapas | Ref. | 182,400 | 9,461 |
| Sinaloa | Ref. | 302,400 | 10,261 |
| Michoacan | Ref. | 100,000 | 2,063 |
| Tabasco | Raw | 166,592 | 10,236 |

The mills are to be owned and operated by the Fondo de Promocion Ejidal. Department of Agriculture, through its Directorate General of Agricultural Engineering, is in charge of construction for account of Fondo. Department will welcome offers from U.S. firms for construction of mills for which no commitments have been made.

Mill in Quintana Roo—with about 1,500-ton grinding capacity daily and seasonal production of 18,000 tons of sugar—reportedly is being financed by a Dutch-German group. Offers for financing have been received from a French group for 3 mills, one with a 24-hour capacity of 6,000 tons of cane and two of about 4,000 tons each—86,400-, 48,000-, and 45,000-ton seasonal production—probably in Sinaloa, Chiapas, and Oaxaca. Financing is sought for 2 additional mills with capacities of 1,500 and 3 to 4,000 tons daily (18,000- and 63,528-ton production).

Department of Agriculture reportedly would like to obtain financing at 6% interest for 8 to 12 years with a grace period of 2 years after a mill starts operating. Financing should include total cost of equipment and costs of installation, construction of buildings housing the equipment, shops, and warehouses. It is estimated that machinery will represent 55 to 60% of total financing desired. These are the terms which reportedly have been offered by European suppliers.

SPECIAL NOTICE—As an aid to U.S. business interests abroad and to U.S. engineering and construction firms, the Department of State has issued a pocket-sized directory, "Key Officers of the Foreign Service—Guide for Businssmen."

The Guide includes brief summaries of functions of various offices within U.S. Embassies. names, post addresses, telephone numbers of senior officers at U.S. Foreign Service posts.

Copies of the booklet (issued quarterly) are available for 25¢ each from Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

**UAR**—(£1 = US$2.87). List available to U.S. firms on loan indicating hotels operated and those planned by five companies under control of Egyptian General Organization for Tourism and Hotels. List indicates that **26 hotels** with total of 6,095 rooms to be built in next 5 years.★

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S.* addresses indicated.

**AUSTRALIA**—Ray A. Nattrass, Managing Director, Relny Pty. Ltd., 14 Elizabeth St., Parramatta, New South Wales, interested in **Fiberglas products; building industry; septic sewerage systems; potential market for own septic system.** Also requesting technical information for same. Early April via San Francisco or Los Angeles for six weeks. c/o Department of Commerce Field Offices: Rm. 419, Customhouse, 555 Battery St., San Francisco, California 94011; Rm. 450, Western Pacific Bldg., 1031 South Broadway, Los Angeles, California 90015. Itinerary: Cities as needed.

Gordon Stanley McNally, representing Vitanut Products Pty. Ltd., 11-15 White St., Prahran, Victoria, interested in **margarine plants; shortening and edible oil refineries;** also requesting technical information for these industries. March 21 via San Francisco for three months. c/o Australian Government Trade Commissioner: 350 Post St., San Francisco, California; 6 N. Michigan Ave., Chicago, Illinois; 636 Fifth Ave., New York. Itinerary: San Francisco, Los Angeles, Chicago, New York.

**ENGLAND**—R. Jefferies, Director, Thames Plywood Manufacturers Ltd., Harts Lane, Barking, Essex, interested in **new products used as building materials** with particular **emphasis on maintenance free sheet materials,** not necessarily of wood (can be of **plastic, aluminum** or **asbestos**) suitable for industrialized building with a view of distributing such materials in the U.K. End of March via New York for three weeks. c/o Corona Forest Products, Inc., 1775 Broadway, New York, N.Y. Itinerary: New York, Washington, Philadelphia.

**INDIA**—Ratanlal R. Morarka, representing Gannon Dunkerley & Co. Ltd., Chartered Bank Bldg., Mahatma Gandhi Rd., Bombay 1, interested in obtaining **collaboration for the construction** and **prefabricated housing industries;** contacts for the **design** and **supply of equipment** for **fertilizer, chemical, textile machinery, electronic, metallurgical** and **petrochemical industries.** Also requesting technical information on the construction industry. April via New York for 8-10 weeks. c/o The American Gilsonite Co., 238 North 21st West, Salt Lake City, Utah. Attn: Mr. P. S. Rattle. Itinerary: New York, Chicago, Detroit, San Francisco, Washington.

**NORWAY**—Torfinn Ivarson, B.S., Sales Manager, Norwegian Farmers Meat Marketing Organization, Lorenveien 37, Oslo 5, interested in **machinery** and **equipment** for **abatoirs** and **meat packing plants; packaging machines for** the **retail trade.** Also requesting **technical information** concerning **distribution, production, processing, wholesaling** and **retailing** of **fresh** and **frozen meat** and **meat products.** April 1 via New York for 4-6 weeks. c/o The Export Council of Norway, Norway House, 290 Madison Ave., New York, N.Y. Itinerary: New York, Chicago, Washington, Omaha, Madison, Ottumwa.

Jorgen Huitfeldt, Vice President, A/S Hoco, Universitetsgt. 14, Oslo, interested in **internal transportation, warehousing** and **invoicing** for **wholesale groceries** and requsting technical information for the processes. March 20 via New York. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington, Minneapolis, Sioux Falls.

**RHODESIA**—Sam R. Levy, Macey's Consolidated (Pvt.) Ltd., Baker Ave., Salisbury, interested in importing **supermarket merchandise,** particularly **canned goods** and all **foodstuffs** sold in supermarkets, as well as **golfing equipment, sports goods, fishing tackle** and **kitchen gadgets.** Also requesting technical information on **supermarket merchandising techniques.** Here for two months. c/o Goode Durrant & Murray, Inc., 11 West 42nd St., New York, N.Y. and Mr. Edward Levi, 3935 South Norton Ave., Los Angeles, California. Itinerary: New York, Chicago, Los Angeles.

**URUGUAY**—Jorge Perez Lacoste, representing his own company (retailer-footwear), La Uruguaya Calzados S.A., Av. Uruguay 983, and Matias Ganc, General Director, Orefice, Pecora & Cia. (manufacturer-footwear), Montevideo, interested in exportation of **shoes.** March 26 via New York for 15 days. c/o Hilton Hotel International, Inc., 401 - 7th Ave., New York, N.Y. Itinerary: New York, Boston, Philadelphia, Charleston, Atlanta, Miami, New Orleans, Houston.

### Trade pact report

The U.S. Tariff Commission has issued the 14th in its series of reports on the operation of the trade agreements program, covering the period from July 1960 through June 1962. At the close of this period the U.S. had trade agreements with 47 countries.

Free copies of the 14th report may be requested from the Secretary, U.S. Tariff Commission, Washington, D.C. 20436. Copies of the 13th report may be purchased for 45 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20401. Other reports in the series are out of print, but are available for reference at official depository libraries throughout the U.S., as well as at many other public libraries.

# New Books and Reports

***Commonwealth Trade: 1962.* Published for the Commonwealth Economic Committee. London, 1963. 106pp. $1.50.**

A memorandum prepared in the Intelligence Branch of the Commonwealth Economic Committee. One of several trade-oriented reports published by Her Majesty's Stationery Office. Others include the **Twelfth Annual Report of the Consultative Committee for the Colombo Plan** (269pp: $3); **A Survey of Economic Potential and Capital Needs of the Leeward Islands, Windward Islands, and Barbados** (185pp: $5.50); **A Review of Trade, Consumption and Prices of Grain Crops** (189pp: $2); and **Economic Development and its Financing in India** (85pp: $1.50).

Copies of these reports can be ordered from Her Majesty's Stationery Office, York House, Kingsway, London, W.C. 2.

***Austria: Projected Level of Supply, Demand, and Trade of Agricultural Products in 1965 and 1975.* Published by the U.S. Department of Agriculture's Economic Research Service, Regional Analysis Division. Washington, December 1963. vi plus 44pp. Free.**

This report is a summary and evaluation of a study contracted by the U.S. Department of Agriculture with the Austrian Institute for Economic Research, Vienna, Austria. It projects the demand for Austrian imports of selected agricultural products in 1965 and 1975. The unabridged final report will be published later.

Copies can be ordered from the Office of Management Services, U.S. Department of Agriculture, Washington, D.C.

***Konsultats- und Mustervorschriften,* 15th Edition, 1964. Compiled by Chamber of Commerce, Hamburg, Germany. Published in German by Verlag Carl H. Dieckmann, Gr. Burstah 31, 2 Hamburg 11, Germany. $4.25 (includes periodic supplements)**

For several decades the Chamber of Commerce in Hamburg has published this standard reference work on the customs regulations and documentation requirements of the importing nations of the world. Users of the work will find its format and content a very practical aid to exporting.

## African reports

Subscribers to International Commerce can request single free copies of The Market for U.S. Products in Nigeria, a recently-published 72-page supplement to International Commerce. Written by Arnold A. Wilken of the Bureau of International Commerce, the report describes Nigeria's open and competitive market; the market for consumers' and producers' goods; methods of distribution and trade promotion; Government regulations on imports; and Nigerian trade practices.

Address requests for free copies to the Office of Publications and Information for Domestic and International Business, U.S. Department of Commerce, Washington, D.C. 20230. Extra copies can be ordered for 50 cents apiece from the Commerce Department's Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

The 49-page report of the U.S. Trade Mission which visited East Africa last fall can be obtained under the same conditions from the same sources. The price is 35 cents.

***Tariffs in U.S.-Japan Trade: a Comparative Analysis.* Published by the U.S.-Japan Trade Council. Washington, 1963. 16pp. Free.**

This study attempts to calculate "Average" rates of duty imposed by the U.S. and Japan on each other's imports, to improve understanding of the tariff structure's affect on trade between the 2 nations. 1961 figures are used.

Copies can be requested from the U.S.-Japan Trade Council, Inc., 1000 Connecticut Ave., NW., Washington, D.C. 20006.

***Holland: Gateway to Europe.* Published by the weekly De Zakenwereld (Business World). Amsterdam, 1964. 152pp.**

Discusses Netherlands ports, cargo handling facilities, Rhine shipping, Dutch aviation development, Netherlands oil land, international road traffic, and industrial prospects of various Dutch areas. Copies can be requested from DeZakenwereld, Post Office Box 955, Amsterdam, Holland.

***Commercial Relations Between Morocco and the U.S.* Published by Societe Generale, 66-68 Wall Street, New York 5, N.Y. October, 1963. 51pp. Free.**

U.S. businessmen interested in trade with Morocco will find this French-language report, published by a French bank with New York and Moroccan branches, useful. The study provides a description of past and present trade relations between the U.S. and Morocco, and suggests the pattern this trade may take. AID loans to Morocco are discussed at length.

The exporter should be particularly interested in the suggestions concerning markets for U.S. goods in Morocco, and the survey of Moroccan import regulations and tariffs. Similar data is furnished about U.S. markets for Moroccan goods. The text is supplemented by statistical data.

Appendices provide more detailed information about U.S. markets for Moroccan canned fish and artisan goods, and AID loans to Morocco.

***Spanish Economic News Service.* A weekly news letter published weekly in Madrid. $30 per yearly airmail subscription.**

An 18 year-old weekly review of conditions in the Spanish economic field, including information on foreign trade, the stock exchange and finance in general, production and prices, labor, industry and agriculture.

For further information contact the Spanish Economic News Service, Jose Antonio 70, Madrid 13, Spain.

***Stores of the World Directory.* Published by Newman Books. London, 1964. 474pp. $21.**

This new, revised and enlarged edition lists 4,855 department stores, self-service stores, supermarkets, cooperative societies, voluntary chains and international retailer buying organizations. The list contains retail trade buyers of consumer goods for over 10,000 stores around the world.

Copies can be ordered from Newman Books, Ltd., 68 Welbeck Street, London W. 1. (Welbeck 3335). The same publishers also put out **Stores and Shops Retail Directory of the UK.** ($18) and **Stores and Shops,** a retail management monthly.



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# Calendar *for international traders*

### March

**16**—Foreign Trade Division meeting, 51st annual convention, National Association of Secondary Material Industries, Inc., Edgewater Beach Hotel, **Chicago, Ill.,** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

**16**—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

**16**—Central Texas World Trade Seminar, International Trade Conference, School of Business Administration, Baylor University, **Waco, Texas.** Sponsor: Dallas Field Office in cooperation with Waco Chamber of Commerce.

**16-18**—Society for International Development, 6th world conference, Willard Hotel, **Washington, D.C.**

**17**—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel. **Cedar Rapids, Iowa.**

**17**—Annual Rhode Island World Trade Conference, Colony Motor Hotel, **Cranston, R.I.** Sponsor: World Trade Club of Greater Providence Chamber of Commerce.

**17**—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

**18**—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

**18**—13th Cleveland Export Expansion Conference, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

**18**—Final report meeting, "St. Louis Target 100" campaign in cooperation with American Marketing Association. Luncheon meeting, Miss Hulling's Restaurant, **St. Louis, Mo.** Speaker: L. Edward Scriven, World Trade Center, Port of New York Authority.

**19**—Monthly luncheon meeting, International Trade Club, La Salle Hotel, 12:15 p.m. **Chicago, Ill.** Speaker: Reginald Brack, Senior Vice President, Braniff International Airways. Subject: "Latin America In Focus."

**19**—In-Office export expansion meeting, Department of Commerce, Field Office, **Chicago, Ill.**

**19**—Half-day export expansion conference, Missouri Hotel, **Jefferson City, Mo.** Sponsors: Chamber of Commerce, Kiwanis Club and Associated Industries of Missouri, St. Louis Regional Export Expansion Council.

**19**—Monthly dinner meeting, World Trade Club of Detroit, Pick-Fort Shelby Hotel, **Detroit, Mich.**

**19**—"Australasia and Far East"—Export Conference, Mid-South Exporters Roundtable and Memphis Field Office, **Memphis, Tenn.**

**19-20**—Conference on Business-Government Relations in Marketing, Shoreham Hotel, **Washington, D.C.** Sponsor: American University. Speakers: (Mar. 19) Eugene M. Braderman, Deputy Asst. Secretary for International Commerce; (Mar. 20) Daniel L. Goldy, National Export Expansion Coordinator.

**23**—International Marketing Workshop, 3:30 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

**24**—2nd Annual Utah Export Expansion Conference, Hotel Utah, **Salt Lake City, Utah.** Sponsors: Salt Lake City Chamber of Commerce and Rotary Club; Department of Commerce Field Office. Speaker: Roy L. Morgan, Director, Office of Field Service, DIB.

**24**—Education-Export Seminar and "E" Award Presentation, Temple University, **Philadelphia, Pa.** Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

**24**—Monthly dinner meeting, Worcester Foreign Trade Council, Nick's Colonial Grille, **Worcester, Mass.**

**24**—"Show You" in office workshop for new exporters. Sponsor: St. Louis REEC, World Trade Club, Chamber of Commerce of Metropolitan St. Louis. Field Office, **St. Louis, Mo.**

**25**—Illinois Agricultural Association meeting, **Normal, Ill.**

**25**—"The International Dimension in Business and Economics" seminar. Sponsor: Graduate Business Association, Louisiana State University, **Baton Rouge, La.;** Regional Export Expansion Council; New Orleans field office, Department of Commerce, Baton Rouge Chamber of Commerce.

**26**—International Finance Workshop, 9:30 a.m., Mayflower Hotel, **Jacksonville, Fla.** Sponsors: Commerce Field Office, Jacksonville Area Chamber of Commerce, Duval County Board of Public Instruction.

**26**—Export Expansion Conference, featuring "Japan," Hotel Peabody, **Memphis, Tenn.** Sponsor: Memphis Chamber of Commerce, REEC.

**26**—World Trade Club of St. Louis dinner meeting, Schneithorst Restaurant, **Ladue, Mo.** Joint meeting with the Foreign Credit Chapter, St. Louis Credit Men's Association. Panel discussion.

**30**—Importers' Association of Chicago, meeting, Traffic Club, Palmer House, **Chicago, Ill.**

**31**—Seminar on Customs and Tariffs, 3:15 p.m, International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

**31-1**—47th annual convention, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Speakers: Franklin D. Roosevelt, Jr., Under Secretary of Commerce; E. E. Schnellbacher, Asst. Director, BIC.

### April

**2**—Monthly meeting, Milwaukee World Trade Club. Coach House Inn, 6:00 p.m., **Milwaukee, Wis.**

**4**—International Trade Luncheon, Madison Chamber of Commerce, **Madison, Wis.**

**6**—Monthly meeting, Houston World Trade Association, **Houston, Texas.** Speaker: Mr. Frank Hildebrand, Chief, Texas Tourist Commission. Subject: Importance of International Tourism to Texas.

**6**—Yugoslav Trade Conference, 3:15 p.m., International House, **Boston, Mass.** Sponsor: The World Trade Center in New England, Inc.

**7**—First seminar in series of six on Practices and Techniques in Exporting, 6:15 to 8:15 p.m., International Trade Club, **Chicago, Ill.**

**7**—FCIB Round Table Conference on foreign credit, collection, exchange problems, 1:30 p.m. Advertising Club, **New York, N.Y.**

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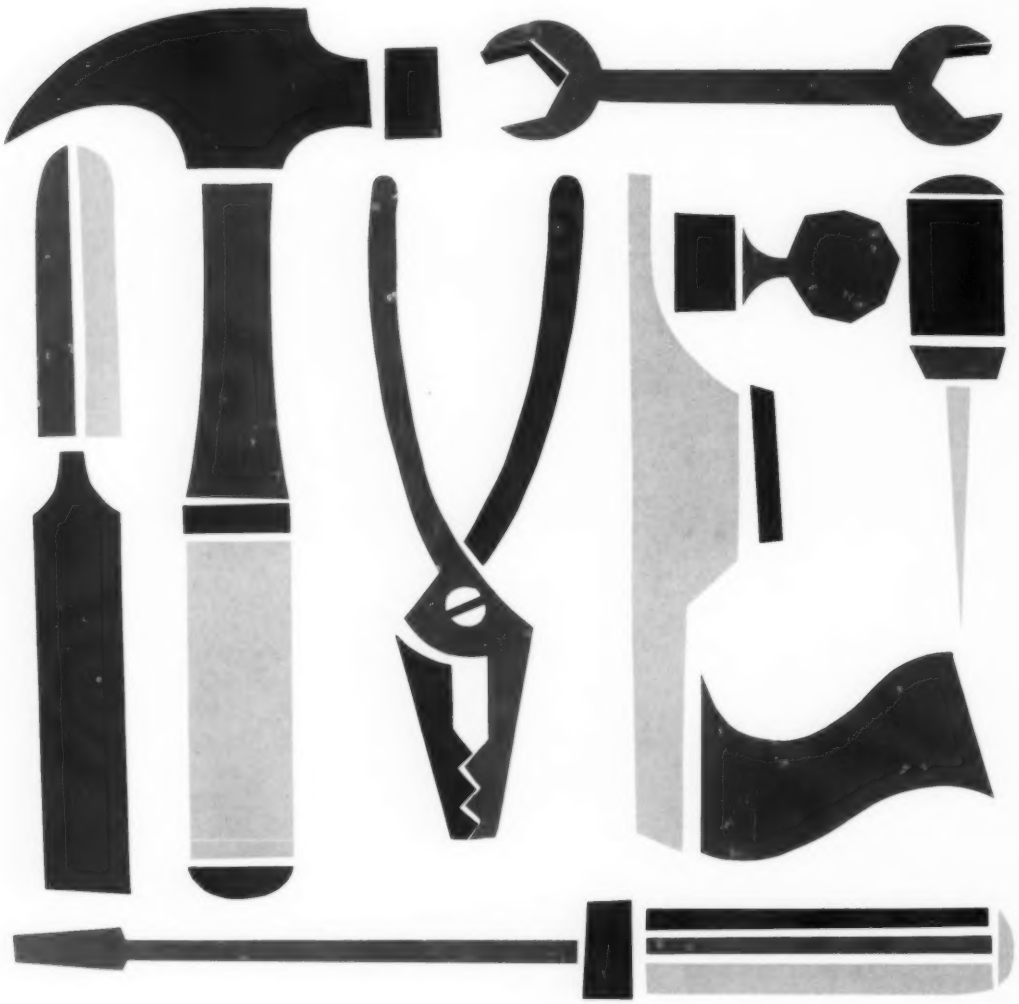

# THE BASIC TOOLS

for making money overseas are simple and relatively inexpensive, as basic tools should be. The Department of Commerce is ready to help you with international product displays, market surveys, and tariff and customs regulations. Call on us or one of our Regional Field Offices.

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